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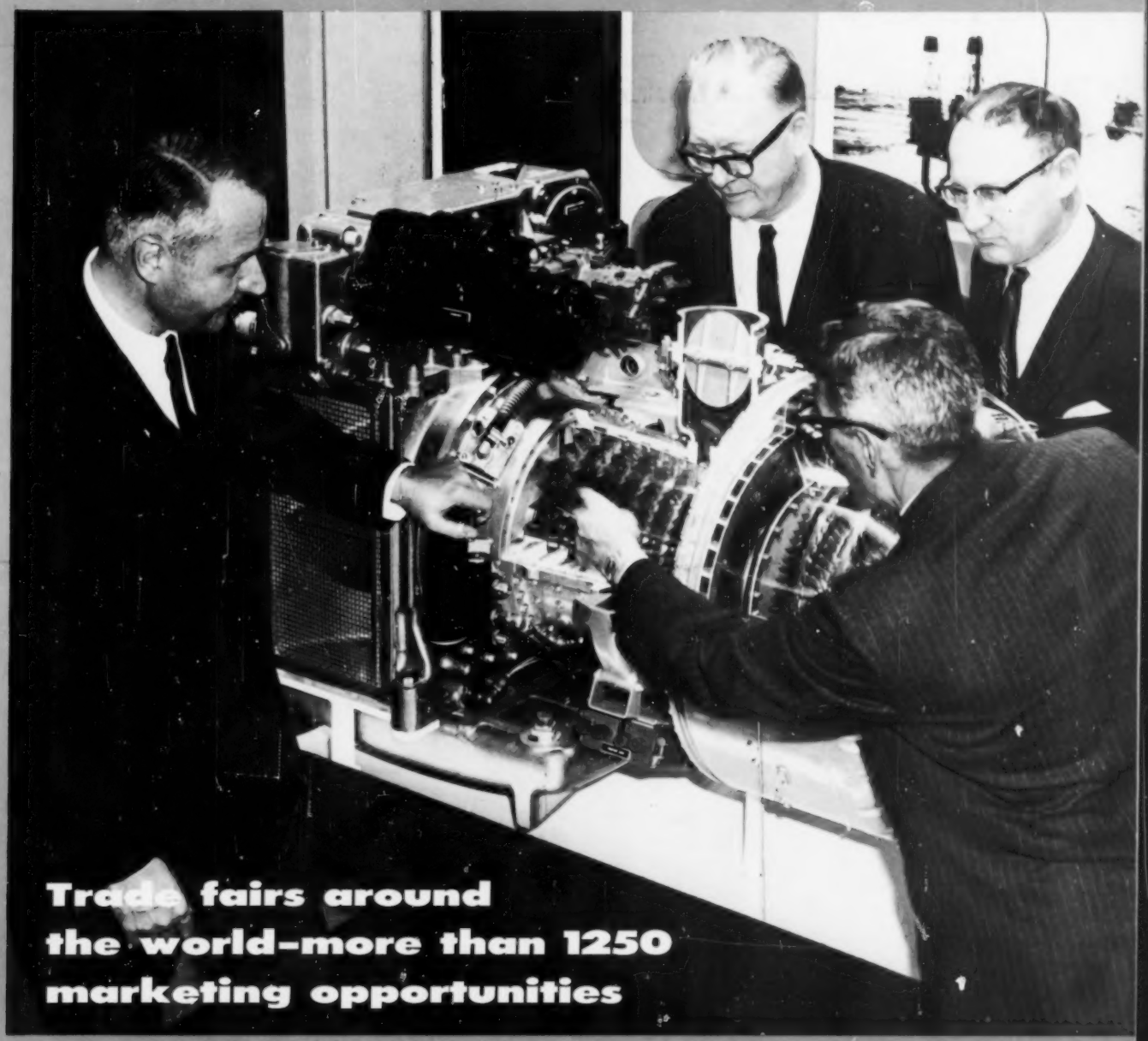

Trade fairs around the world–more than 1250 marketing opportunities

International Trade Winds Newsletter

Company News

SKIS—Olin Ski Co., New York and affiliate Olin-Authier S.A. plan to manufacture a new line of skis bearing the Olin brand name. The inital engineering for two Olin skis was completed last spring, and is now being tested. The first production models will come from the Biere, Switzerland plant for both European and American markets. Plans are in progress for a ski plant in the U.S., and American markets will be supplied by that plant in the future.

DESALINATION—Aqua-Chem, Inc., Waukesha, Wis., has been awarded a $277,785 contract to construct a water desalination plant for a refinery in Thailand which will produce 275,000 gallons of fresh water daily. The 24-stage brine recirculation, long-tube evaporator was ordered by Esso Standard Thailand, Ltd., and will be part of an asphalt plant expansion in Sriracha, Thailand. The desalination plant will provide boiler feedwater, fresh processed water and potable water to the refinery and will be delivered by mid-June 1970.

DEWATERING—Stang Hydronics, Inc., Orange, Calif., has established Stang de Brazil, a wholly-owned subsidiary which will specialize in the manufacture, sale, leasing and contracting of dewatering equipment in Latin America. Offices are being opened in Sao Paulo and Rio de Janeiro. Stang provides services for the temporary removal of ground water from construction areas, makes hydraulic monitors, and equipment for mining, construction and fire-fighting industries.

MARKING SYSTEMS—Pitney-Bowes, Inc., Stamford, Conn., announced that its subsidiary Monarch Marking Systems has entered into a joint venture with Universal Tags Pty., Ltd., of Sydney, Australia, under the name Monarch Marking Systems Australia Pty., Ltd. The new company will sell Monarch price-marking equipment and manufacture and sell tickets, tags and labels. Monarch, Dayton, Ohio, makes and distributes marking and labeling systems for retail pricing, product identification and inventory control; Pitney-Bowes is a business machine and systems firm.

Heart specialist Dr. Michael DeBakey added his presence to the INTERMED 70 exhibition at the Stockholm U.S. Trade Center, and also delivered a paper at the concurrent Swedish National Medical Congress. Meanwhile the U.S. firms showing medical/surgical equipment to more than 1,000 trade visitors at the Center were signing up seven new agents in Scandinavia and talking to 39 other candidates as the show ended this month.

Two California firms making production equipment for the electronics industry joined forces, through their Japanese representatives, to be onstage between-regular-shows at the Tokyo U.S. Trade Center. The combined exhibit-seminar by West Bond of Orange and Ventron Instruments of Paramount, Calif. resulted in a 12-month sales projection of $210,000.

A tip on Japanese interest in the distribution system known to us as franchising was included in the report of the recent specialized U.S. Service Industries Trade Mission. A total of 135 Tokyo restaurant owners and food suppliers turned out for a trade mission seminar on the subject. So far the franchising practice has only scratched the surface in Japan--about 1% of Japan's food retailers and restaurants are involved. The full mission story was in last week's issue.

The trade mission technique itself was put under a spotlight on that Japan tour of five U.S. company executives and a Commerce Department official. Norman Slater, vice president of Dunkin' Donuts, explained what it meant for him: "There is long-term formality in Japan--making requests for meetings, being checked out by the banks and credit agencies, and working one's way up. It can sometimes take a man six months to a year of pushing just to get to tell his story to the right ears. While I don't know any sure method of avoiding this red tape, I can attest to the fact that the trade mission opened up the right ears for us to begin with. We started every meeting at a point beyond the need to prove that we were successful, reputable and knowledgeable."

Note that Commerce's plan to open its eighth U.S. Trade Center in Australia follows closely the trends set by exporters/importers in both countries. The United States in 1967 advanced to the top spot among Australia's suppliers. Australia also has more than 500 companies that are subsidiaries of U.S. firms.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Major international trade fairs are presented in a semi-annual INTERNATIONAL COMMERCE listing that begins on page 5. The U.S. presence at such trade fairs is illustrated by the scene from the recent Europort exhibition at Amsterdam. Shown at the Commerce Department-directed U.S. exhibit are (from left) J. William Middendorf, U.S. Ambassador to the Netherlands; Oliver B. Bongard, U.S. Commercial Attache at The Hague, and Edward J. Krause, Director of Commerce's Commercial Exhibits Program, all hearing about a turbine engine from Alfred E. Lepow of Avco-Lycoming. A report on Europort is on page 34, an article by Bongard on page 36.

Dec. 29, 1969

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International Commerce

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Special Report

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Latest semi-annual economic outlook forecasts performance of major industrialized nations in output, prices, balance of payments, trade

Europort, Int'l Maritime Exhibition, Yields Top Sales 34
With 45 exhibitors, U.S. show was most successful undertaken in Netherlands; first-year sales predicted at $11.9 million

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EXPORT EXPANSION EFFORTS FOR 1970 were described at a Washington joint press conference by Henry Kearns (left), President and Chairman of the Export-Import Bank of the United States, and K. N. Davis, Jr., Assistant Secretary of Commerce for Domestic and International Business. The conference, held at the Commerce Department, was the first such joint effort of the two agencies. Details on the export promotion plans were published in last week's issue of INTERNATIONAL COMMERCE.

Early U.S. entry in '71 Air Show extends planning time for firms

Paris event to have Commerce-directed pavilion, aircraft flight line under Transportation auspices; more participants expected

An early decision by the United States to enter the next Paris Air Show, to be held from May 27 to June 6, 1971, has been announced by Secretary of Commerce Maurice H. Stans and Secretary of Transportation John A. Volpe.

The early decision to participate will allow ample time for industry and Government to make exhibit plans for the show, which has had U.S. representation since its inauguration in 1909.

The Department of Commerce also included the 1973 Paris Air Show among 20 Trade Fairs it has put on a long-range participation list extending to 1974.

The Department of Commerce will build, manage and staff a U.S. Pavilion at the 1971 show as part of its commercial exhibitions program and will assist participating aerospace companies in marketing their products.

The Department of Transportation will coordinate an exhibition of American aircraft on the flight line.

U.S. aerospace manufacturers have said they need 18 months to prepare exhibits for the Paris show, which in recent years has become a leading trade event for the aerospace industry.

At the 1969 show, 61 U.S. companies sold $554,000 of their products off the floor and predicted follow-up sales of $26,937,000 within 12 months. Provisions are being made for a larger number of firms at the 1971 show, the Commerce Department said.

The Government exhibit at the U.S. Pavilion will be built around a theme selected for timeliness and broad appeal. At the 1969 show, the theme at the U.S. Pavilion was "Countdown Apollo," and the exhibit featured a broad display of space hardware.

Full details about U.S. participation in the 1971 U.S. exhibition will be announced as soon as officials from the Departments of Commerce and Transportation and the American Embassy in Paris conclude negotiations with the Paris Air Show authorities.

Investment controls eased for projects in developing nations

Sec. Stans announces higher limit for investing in Schedule A lands

Revisions in the Foreign Direct Investment Program for 1970 will permit increased investment in developing countries. Secretary of Commerce Maurice H. Stans recently announced the changes.

Effective Jan. 1, the current Program will be changed to raise the general allowable investment for direct investors from $1 million to $5 million, provided the additional $4 million is used in those developing countries comprising what is called Schedule A.

The restrictions on foreign direct investment by American individuals and companies were instituted in January 1968 to improve the U.S. balance of payments. In view of the 1969 balance of payments position of the United States, it would be unwise to relax further these controls at this time. However, the changes for 1970 represent the next easing step, he said.

It is estimated that U.S.-financed foreign direct investment will be about $3.6 billion in 1970 under the revised Program. The target ceiling for 1969 is $3.35 billion.

"President Nixon reiterated the importance of private direct investment for developing countries in his speech of Oct. 31 to the Inter-American Press Association. The $4 million increase in the minimum investment allowable for Schedule A will significantly ease the Program's restrictions for companies desiring to invest in developing countries," Secretary Stans said.

"I have asked Richard P. Urfer, Director of OFDI, and his staff to plan further steps for the Program with a view toward ultimate elimination of the controls."

Mainland China revisions

The U.S. Government has modified regulations affecting some activities of subsidiaries of American companies in mainland China. Details on the new regulations, due to be published at INTERNATIONAL COMMERCE's deadline, will be presented in a forthcoming issue.

OECD forecasts gradual easing of inflation coupled with slower growth for industrial nations in 1970

Latest Economic Outlook pegs U.S. for biggest output drop; trade growth of whole OECD area should slow to about 10%

The Organization for Economic Cooperation and Development sees 1970 as a year of below-average growth in real output for member countries. In the whole area, gross national product may rise by 3.5%, after climbing by about 5% this year.

The latest OECD semi-annual Economic Outlook contains an interlocking set of forecasts for 1970 covering output, prices and the balance of payments of the major industrialized countries, and the trade of the OECD area as a whole. (For a review of the functions of the OECD and a listing of its members, see the July 28 issue of INTERNATIONAL COMMERCE.)

Price increases should ease

Price increases should gradually ease, but another year of above-average price increases seems likely; price changes normally respond to easing demand pressures only after a lag. On balance, at this juncture the risk that disinflationary policies will be eased prematurely is suggested as the greater danger.

Trade is foreseen as growing about 10% in value between 1969 and 1970—an average rise after the exceptionally fast increases of the last two years. A better pattern of payments balances is foreseen—though for some countries the adjustment will still fall short of what is required.

The opening summary of the OECD Economic Outlook notes the most important changes since last summer and focuses on the main issues for policy in the period ahead. Special attention is paid first to the United States, which accounts for half the total output of the area, and 20% of OECD imports. The possibility of an absolute fall in U.S. output in the coming half-year is not excluded but "at this stage it seems more important to guard against premature relaxation of policies. . . ." Japan and Italy, together with Germany, where conditions may change rapidly in the wake of revaluation, are also singled out as key countries.

The French and German parity changes should have a major settling effect on speculation in foreign currency markets. Coupled with the changing patterns of demand and cost pressures, they should improve the pattern of international payments.

Rising demand pressures in the past two years have led most countries into disinflationary policies. The slower growth of output foreseen for 1970 is mainly a correction after very high growth rates in the past. But the cost and price pressures are not likely to be reduced as quickly as the demand pressures which helped to generate them.

The slowing down of the growth of output, says the OECD, will be most pronounced in the United States. In Europe few countries seem likely to see growth rates falling substantially below the longer-term average.

Outside North America the prospect thus seems to be for some easing only of widespread high demand pressures. But this depends on disinflationary policies remaining moderate in the face of price rises which, if decelerating, are still above normal.

Cost and price prospects are characterized as follows:

- United States: No marked slowdown in prices before the first quarter of 1970.
- Canada: Persisting cost and price pressures.
- United Kingdom: Perhaps a return to past average rates of cost and price rise.
- Germany: Revaluation should help to reduce domestic price inflation.
- Italy: Larger price increases in prospect.
- France: A third year of fairly fast increases in domestic prices.
- Japan: Present pressures could moderate quite soon.

The present boom has seen OECD imports and exports growing faster than in any other period of cyclical upswing since the early fifties. The slower trend of internal activity expected in 1970 will effect trade and payments patterns.

In 1970 the growth of aggregate OECD imports and exports may fall to about 10%—still well up to average. From the second half of 1969 to the second half of 1970 trade may grow only about 8%. The check on growth is expected to develop within the next few months but its timing depends largely on the flow of imports to the United States, Germany and France.

The recent parity changes should exert an additional significant depressive effect on France's imports next year but boost Germany's significantly. The effects on their exports—in terms of foreign currency values—are likely to be less. The effects of these two exchange rate changes are likely, by and large, to cancel out for third countries.

Thanks partly to the parity changes of the past two years, and partly to relative cyclical positions, 1970 is likely to see substantial progress toward current account aims of individual countries. This will be facilitated by the fact that non-OECD countries as a group seem likely to run a record current deficit. So large a deficit may not be sustainable over the longer run without a large upward shift in the OECD area's capital flows to the rest of the world.

This needs to be borne in mind when assessing the sustainability of the balance of payments positions at present forecast for next year. Low demand pressures in the United States relative to those in other major OECD countries, for example, is associated with the improvement expected in the U.S. current balance—though the surplus foreseen is less than obtained in the past when the United States was in a similar position.

Monetary picture is viewed

OECD's Economic Outlook also attempts to relate domestic and international monetary developments in the past year. It ends with some tentative forecasts for the period ahead.

Increasing monetary tightness in the United States and certain institutional factors have led to an unprecedented pull of funds through the Euro-dollar market. Speculation led to recurrent flows into and out of Germany. Tightening monetary conditions in all other OECD countries are seen partly as a defensive reaction and partly as an aspect of counter-inflationary policies.

Looking ahead, in general, domestic requirements in individual countries suggest that the time is not yet ripe for any widespread relaxation of present monetary con-

ditions. For some countries the increasing strength of demand pressures suggests that monetary conditions may be further tightened in the near future.

The full report is available for $3.80 from the OECD Publications Center, Suite 1305, 1750 Pa. Ave. NW., Washington, D.C. 20006.

The OECD Outlook includes figures for real GNP (gross domestic product in the cases of the United Kingdom, France and Italy) growth at market prices of seven major member countries in 1968 and 1969, and projected growth for 1970, as shown below:

	1968	1969	1970
United States	4.9%	2.75%	1.50%
Canada	4.7%	5.00%	4.00%
Japan	14.2%	12.50%	11.25%
United Kingdom	3.6%	2.00%	3.00%
France	4.2%	8.25%	4.00%
Germany	7.0%	7.75%	4.50%
Italy	5.4%	6.00%	7.75%

Mission specializing in hospital, medical equipment to spur sales in Australia, New Zealand in March

Executives of U.S. firms making or supplying such goods are invited to participate; applications due by Jan. 15

The Commerce Department is organizing a trade mission specializing in hospital/medical equipment, to visit Australia and New Zealand this spring.

The schedule calls for stops in Auckland, Sydney, and Melbourne during March 1970.

Executives of U.S. firms manufacturing hospital/medical equipment and supplies and of firms acting as agents or export managers handling such products, are invited to participate. The deadline for application is Jan. 15. **Write** immediately: Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230; or telephone: area code 202-967-5339.

The market

The Australian import market—accounting for roughly one-half of total requirements—for American and other foreign medical products was valued in FY 1967/68 at US$8.5 million, an increase of 3% over the preceding year. Major imports included: X-ray equipment, valued at $2.1 million; other electromedical equipment, $529,760; hypodermic needles, $398,720; ophthalmic instruments and appliances, $343,840; other instruments, $4.1 million; breathing appliances, $676,480; other mechanical therapy appliances, $250,880; and dental units, $34,720.

Future sales opportunities seem apparent for certain product lines not already established in Australia. Market "gaps" are believed to exist in the general areas of advanced electrical and electronic equipment and in certain medical instruments and institutional equipment and supplies.

A specialized, or vertical, mission is comprised of businessmen offering a compact range of related products or services. For all such Commerce trade missions, the members represent their own companies and pay their own expenses. Operating costs are paid by the Government. Commerce also provides an advance officer and a director to accompany the group.

First in hospital equipment

The mission for which recruitment is now beginning is the first of this year's specialized missions to focus on hospital/medical equipment and supplies. Already announced for next spring are groups specializing in pumps, compressors, valves, and fluid power equipment, to Italy; and automotive maintenance and servicing equipment, to Germany.

Products and services promoted by this fall's specialized missions were: Electronic data processing, to the United Kingdom; hotel and tourism equipment, to Yugoslavia; and the service industries, to Japan. The observations and results of the first were reported in the Nov. 24 issue of INTERNATIONAL COMMERCE; the second, Dec. 15; the third, Dec. 22.

This year's spring missions were comprised of specialists in EDP, restaurant and cafeteria equipment, and automotive maintenance and servicing equipment.

Four Eximbank loans to aid jet purchases

Eximbank loans totaling $41 million will help airlines in four nations buy U.S. jet aircraft valued at more than $112 million.

Japan's All Nippon Airways (ANA) will purchase six Boeing 737-200 jets with related spare parts and services. Total contract cost is $30 million.

ANA is a privately-owned domestic airline whose service is expected to grow more than 20% annually through 1973 on its trunk routes and some 25% on local routes.

A $10.2 million loan to Italy's Istituto Mobiliare Italiano (IMI) will help finance the purchase of six DC-9 jet aircraft with related equipment and services for use by Aero Trasporti Italiano, S.p.A. (ATI) of Naples, a small domestic airline in Italy serving 30 cities. Total cost of U.S. purchases will be $28.4 million.

Mexico's Compania Mexicana de Aviacion (CMA) will use a $9.56 million credit to help finance the purchase of three Boeing 727-200 aircraft, with related spare parts, equipment, and a flight simulator. Total cost of the U.S. purchases is estimated at $25 million. Founded in 1924, CMA is a privately owned airline and one of two Mexican-owned trunk carriers.

A $10.44 million loan to Iberia, Spain's national airline, will help finance the purchase of six DC-9 jet aircraft with related goods and services. Total cost of the purchase is estimated at $29 million and delivery will be completed by April.

The four loans bring the total export value of U.S. aircraft sales financed by the Eximbank this year to more than $700 million—to 24 countries.

Temple U. to offer ten-week export documentation course

Temple University in Philadelphia will hold a special course in Export Shipping and Documentation starting Jan. 20 and continuing for ten consecutive Tuesday evenings through Mar. 24.

Topics to be covered are: foreign trade definitions; payment terms and financing; understanding drafts and letters of credit; government foreign trade controls; foreign freight forwarders; export shipping documents; export traffic procedures; export invoices and packing lists; marine insurance and calculating c.i.f. prices.

Write: Dr. Marvin Mirshfeld, chairman, distributive education department, Temple University, 316 Seltzer Hall, Philadelphia, Pa. 19122.

FLAGS, model TWA airliner and modern design decorate the entrance to MARITIME/USA, symbolize U.S. and Nordic nations' presence at Stockholm exhibition.

SEMI-ANNUAL LISTING

Fairs set for 73 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products, appoint agents

Every six months INTERNATIONAL COMMERCE publishes a schedule of future international trade fairs to help American manufacturers plan their overseas participations for the period ahead.

The following information is taken from the latest data available to the Department of Commerce on upcoming fairs. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with the fair managements.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are scheduled for 1970, are held annually, and have their management offices located in the host city.

Background information on non-Commerce sponsored trade fairs is available through the Export Business Relations Division, BIC-930, U.S. Department of Commerce, Washington, D.C. 20230.

Commerce Department Solo Exhibitions, as well as listed international trade fairs in which the Department is officially participating, are identified by this mark (●). Official Commerce participation in international trade fairs, in cooperation with local agents of U.S. firms located in host countries is identified by this mark (►).

Since Commerce-sponsored promotions are subject to change as new shows are added and previously announced shows are deleted from the schedule, the first INTERNATIONAL COMMERCE each month carries an up-to-date listing of U.S. overseas commercial exhibitions.

This fair listing is devoted entirely to Commerce-sponsored exhibitions at overseas commercial trade fairs and U.S. Trade Center promotions, with an extensive description of each.

Write: Commercial Exhibits Division, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Afghanistan

Kabul

Aug.-Sept. 1970. Annual Jeshyn Trade Fair. Afghan Ministry of Commerce.

Albania

Tirana

Sept. 5-12, 1970. Balkan Medical Union Exhibit.

Algeria

Algiers

Sept. 1970. Algiers Int'l Trade Fair. Chambre de Commerce et d'Industrie, Place des Martyrs.

Angola

Luanda

Nov. Luanda Industrial Fair. Industrial

Equip., Commerce. Industrial Assn. of Angola, P.O. Box 999, Luanda, Angola.

Argentina

Buenos Aires

July 1970. Agricultural & Industrial Exbn. Florida 460.

August 1971. Int'l Assn. of Logopedics & Phoniatrics' Exhibit.

Nov. 5-15, 1970. BUENOS AIRES-70—British Industrial Exbn. Industrial, Agricultural & Construction Machinery.

Palermo

Mar. 2nd Int'l Argentine Forestry Exposition. Sociedad Rural Argentina, Palermo, Buenos Aires.

Australia

Adelaide

May 18-22. Business Efficiency Fair. Thomson Exbn. Promotions Pty. Ltd., 415 Bourke St., Melbourne, Box 2016S G.P.O.

Brisbane

Aug. 6-15. Royal Agricultural & Industrial Show. G.P.O. Box 122B. Brisbane, Queensland.

Melbourne

Feb. 23-27. CETIA—Control, Electronics, Telecommunications, Instruments & Automation Exbn. Box 3629, G.P.O. Sydney.

March. Int'l Motor Show. Chamber of Automotive Industries.

April. Ideal Homes Show. Victorian Furniture Industries Exbn.

May. Melbourne Int'l Trade Fair. Melbourne Chamber of Commerce Exhibitions & Promotions.

May 25-29. HEVAC—Heating, Ventilating & Air Conditioning Fair. General Exbn., Fairs & Conventions.

July 10-18. Boat & Sporting Exbn.

Aug. 17-19. Accommodation & Catering Exbn. & Seminar.

Sept. Int'l Homes, Decor & Building Trades Fair. General Exbns., Fairs & Conventions.

Sept. Int'l Building, Construction & Public Works (Outdoor) Fair.

Mar. 1971. Int'l Textile Machinery Fair. General Exbns., Fairs & Conventions.

May 1971. Int'l Trade Fair. Thomson Exbn. Promotions Pty. Ltd., 47 Chippen St., Chippendale, N.S.W. 2008.

May 24-28, 1971. CETIA—Int'l Instruments, Electronics, Automation, Control Equip. & Communications Fair.

May 1971. 13th Radio & Electronics Engineering Exhibit & Convention.

Aug. 17-22, 1971. 6th Int'l Engineering Fair. Biennial. General Exbns., Fairs & Conventions.

Aug. 1971. Int'l Mining, Construction, Plant & Materials Handling (Outdoor) Show. General Exbns., Fairs & Conventions.

Sept. 1971. Int'l Homes, Decor & Building Trades Show. General Exbns., Fairs & Conventions.

Oct. 14-23, 1971. 4th Machine Tool Exbn. Industrial & Trade Fairs, Sydney.

Aug. 1973. 7th Int'l Engineering Show.

Perth

Jan. 29-Feb. 4. Perth Motor Show. Chamber of Automotive Industries. 1111 Hay St., W. Perth, W.A. 6000.

May 8-16. Homes & Industrial Trade Fair. John C. Waterman & Associates Pty. Ltd., 254 Adelaide Terrace, Perth.

May 8-16. Engineering & Mach. Tool Exbn. John C. Waterman & Assoc. Pty. Ltd., 254 Adelaide Terrace, Perth.

Sydney

Feb. 23-27. Int'l Gift Trade Fair.

Mar. 20-31. Royal Easter Show.

Apr. 27-May 1. Australian Catering Fair. Industrial & Trade Fairs Pty. Ltd., P.O. Box 428, N. Sydney, N.S.W. 2060.

May 11-15. PAKPRINT—Packaging & Printing Exbn. Industrial & Trade Fairs. Pty. Ltd., P.O. Box 428.

June 17-25. Australian Building Exbn.

Aug. 11-14. Int'l Microelectronic circuits & systems theory.

Aug. 17-22. ► Int'l Engineering Exbn. Metal Trades Employers' Assoc. Thomson Exbn. Promotions Pty. Ltd., 47 Chippen St., Chippendale N.S.W. 2008.

Sept. 28-Oct. 2. HOSPEX—Int'l Hospital Equip. Exbn. & Congress. Industrial & Trade Fairs Pty. Ltd., P.O. Box 428, N. Sydney N.S.W. 2060.

Oct. 12-16. 18th Int'l Dairy Equip. Fair. Industrial & Trade Fairs Pty. Ltd., N. Sydney N.S.W. 2060.

Apr. 2-13, 1971. Royal Easter Show.

June 28-July 2, 1971. Containerization, Freight & Transport Services Exbn.

Aug. 13-22, 1971. Sydney Int'l Trade Fair.

Oct. 14-23, 1971. Machine Tool Exbn.

Austria

Dornbirn

Aug. 1-9. Dornbirn Trade Fair. A-6850 Dornbirn Realschulstrasse 6.

Graz

Apr. 30-May 10. Graz Southeast Spring Fair. A-8011 Graz, Messeplatz 1.

Sept. 27-Oct. 5. Graz Southeast Fall Fair. A-8011 Graz, Messeplatz.

Innsbruck

Sept. Innsbruck Trade Fair & Special Fair for the Tourist Trade Industry.

U.S. COMMERCIAL EXHIBITIONS have gone to Finland, where U.S. concerns participated in the 1968 Helsinki Int'l Trade Fair. Below, a Bell & Howell overhead projector is being explained by a Finnish agent.

Klagenfurt

Aug. 6-16. Austrian Timber Fair-Klagenfurt Trade Fair. Valentin-Leitgeb Strasse 11, A-9021 Klagenfurt, Postfach 79.

Linz

Apr. 25-May 3. Urfahr Trade Fair.
Sept. 26-Oct 4. Urfahr Trade Fair.

Ried

May 23-31. Home Builders Garden & Recreation Show.

Vienna

Jan. 17-19. ETA—Glass Porcelain, Household Goods & Hardware Buyers Fair.
Feb. OESFA—Sporting Goods Fair.
Mar. 8-15. Vienna Int'l Spring Trade Fair.
Apr. Vienna Ladies' Garments Week.
Sept. 13-20. Vienna Int'l Fall Trade Fair.
Oct. 21-25. IFAS—3rd Int'l Hospital & Medical Supplies.
Oct. Vienna Ladies' Garments Week.
Nov. 7-9. ETA Glass Porcelain, Household Goods & Hardware Buyers Fair.

Wels

May. Austrian Tourist Trade Fair.
Aug. 28-Sept. Int'l Agricultural Fair. General. A-1071 Vienna, Messeplatz 1.

Bahamas

Nassau

Oct. Motel Equip. & Accessories Exbn. Exhibit Manager, 14 W. 40th St., New York, N.Y. 10018.

Belgium

Brussels

January. 7th Annual HORESCA—Int'l Hotel & Restaurant Equip. Exbn. Centre Rogier.
Jan. 11-18. CENEM—Annual Int'l Leather Goods & Shoe Fair. Centre Rogier.
Jan. 14-25. 49th Annual Int'l Motor/Motor Cycle/Cycle Show.
February. Annual INDROPA — Drug Show. Centre Rogier.
Feb. 8-15. Int'l Agricultural Machinery & Equip. Exbn. Biennial. Palais du Centenaire.
Feb. 25-Mar 5. Holidays Fair.
Feb. 28-Mar. 6. EUROBEEF—Triennial Int'l Butchers, Meat Products, Equip. & Machines Exbn. Palais du Centenaire.
Feb. 28-Mar. 8. Annual Int'l Gardening & Housing Exbn. Centre Rogier.
March. Annual Ideal Home Exbn. Centre Rogier.
Mar. 13-22. 18th Annual Inventors Exbn. Centre Rogier.
Mar. 14-23. Annual Int'l Building & Decorative Arts Fair. Palais du Centenaire.
Mar. 21-26. 6th EUROCLIMA—European Heating & Air Conditioning Fair. Biennial, Palais du Centenaire.
March. 13th Semi-Annual EUROPAC. (Gift items, china, crystal). Palais du Centenaire.
March. 13th Annual Sports Equip. Exbn. Palais du Centenaire.
Apr. 5-12. BEL-JOUETS—Annual Int'l Toys & Games Fair. Palais du Centenaire.
Apr. 15-26. 43rd Annual Brussels Int'l Trade Fair. 6 Comfort Manager, Palais du Centenaire.
May 23-31. 1st Int'l Industrial Equip. Exbn. Palais du Centenaire.
Telex: Foiriner BRU 23-643.
May 24-28. 15th Gas Turbine Conf. & Products Show. Palais du Centenaire.
May-June. Biennial Woodworking Equip. Exbn. Industrial Machinery.
May. EUROCLIMA—European Heating and Air Conditioning Fair. Biennial. Palais du Centenaire.
May 28-June 4. SIPA — International Show for Business Promotion. Centre Rogier.
Sept. 1-7. 14th Semi-Annual EUROPAC —Int'l Crystal, Gift, Jewelry, Porcelain. Palais du Centenaire.
Sept. 1-6. FOOD BUSINESS—Food & Household Equip. Fair. Centre Rogier.
Sept. 1-6. INDUSELEC—Electricity for Industrial Use. Centre Rogier.
Sept. 5-7. Int'l Leather & Shoes Fair. Palais du Centenaire.
Sept. 12-16. 3rd Biennial VISUMAT—Store Display Equip. Palais du Centenaire.
Sept. 12-18. INTERMAT—Civil Engineering & Construction Fair. Palais du Centenaire. Every 4 yrs.
Sept. 12-22. Radio & Television Fair. Centre Rogier.
Sept. 13-20. Gifts & Works of Art. Centre Rogier.
Sept. 27-30. VESTIRAMA — Ready-to-Wear Clothing Fair. Centre Rogier.
Oct. 3-18. 41st Annual Food & Domestic Equip. Fair. Palais du Centenaire. Telex: BRU 23-643.
Oct. 3-18. 33rd Annual Furniture Fair. AMEUBLEMENT—Interior Decorating, Furniture. Palais du Centenaire.
Oct. 7-11. 5th Annual Int'l Hardware Show. Centre Rogier.
Oct. 17-26. Carpets & Floor Coverings Exbn. Annual. Centre Rogier.
Oct. 17-26. Int'l Bathroom & Kitchen Accessories Fair. Biennial. Palais du Centenaire.
Nov. 7-15. Int'l Trailer & Caravan Show. Centre Rogier.

INTERNATIONAL PROMOTIONS bring trade visitors who have genuine interest in show's products, as pictured above at a recent presentation.

Nov. 8-12. 6th Annual Int'l Baby Clothing & Accessories Fair. Palais du Centenaire.
Nov. 8-12. Int'l Paint Technical Fair. Palais du Centenaire. Triennial.
Nov. 23-25. 4th Annual VAC-EXPO—Sporting & Camping Equip. and Outdoor Furniture Fair. Centre Rogier.
Nov. 26-30. International Furniture Show. Furniture & Furnishings. Palais du Centenaire.
February 1971. BISCOCHOC—Int'l Confectionery & Food Processing Equip. Fair. Annual. 41 Rue Navez, Brussels 3. Biennial.
June 8-13, 1971. PROPACK—Int'l Packaging Fair. Triennial. Palais du Centenaire.
Oct. 2-17, 1971. Food & Domestic Equip. Fair. Centre Rogier.
October 1971. 7th Biennial Int'l Medical & Hospital Equip Fair. Centre Int'l Rogier.
November 1971. 19th Biennial INTER-ELECTRONIC.

Charleroi

Feb. 21-Mar 8. Int'l Building Construction & Holidays Fair. Palais des Exposition.
Nov. 1-16, 1970. 16th Int'l Household Appliances Exbn. Palais des Expositions.
November 1971. 17th Int'l Household Appliances Exbn. Palais des Expositions.

Ghent

Jan. 30-Feb. 3. TEXIRAMA—Int'l Textile & Clothing Industries Trade Fair. Annual. Palais des Floralies.
Sept. 12-27. Int'l Trade Fair. Annual. Palais des Floralies.

Liege

Mar. 14-22. Leisure & Garden Exbn.
May 2-17. Int'l Fair of Liege. Palais du Coronmeuse.
May 14-22. Vacation & Children's Fair.
Sept. 12-27. Int'l Commercial Fair.

Bolivia

Santa Cruz

September. Agricultural & Trade Fair.

Brazil

For general Brazilian fair information: Alcantra Machado Comerio e Empreedimentos Ltda., Rua Brasilio Machado, 60.

Sao Paulo

Jan. 24-Feb. 1. National Leather Goods Fair.
May 16-24. Office Machines Fair.
Aug. 8-23. Textile Industry Fair.
Jan. 24-Feb. 1, 1971. National Leather Goods Fair.
May 16-24, 1971. Graphic Arts & Packaging Fair.
June 30-July 5, 1971. Electric-Electronic Industrial Fair.

Bulgaria

Plovdiv

Sept. 20-29. 26th Int'l Trade Fair. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.

Burma

Rangoon

March. 6th Annual Gem Emporium. Gems & Jewelry. Trade Corp. No. 19. 83/85 Shwebontha St., Rangoon.

Canada

Calgary

May 5-8. Petroleum Show. Indoor & Outdoor displays of all types of equip. Box 1010, Station B. Toronto 2B.

Montreal

Jan. 16-25. Int'l Automobile Show.
Jan. 27-30. Pulp & Paper Technical Exbn.
January. Toy Market Week.
Feb. 5-8. Farm Machinery & Poultry Show.
Feb. 14-20. Canadian Toy Fair.
Mar. 9-12. Hotel Restaurant & Institute Suppliers Exbn.
Mar. 15-18. Montreal Gift Fair.
Mar. 16-21. Camping & Sports Show.
May 28-30. Materials Handling & Distribution Exbn.
May 28-30. Canadian Plant Engineering & Maintenance Exbn.
Aug. 9-14. Furniture Market.
Aug. 30-Sept. 2. Montreal Gift Fair.
Sept. 27-29. Shoe & Leather Fair.
October. Auto Sports Show.

Toronto

Jan. 4-10. Canadian Furniture Mart.
Jan. 28-31. Canadian Farm & Industrial Equip. Show.
Feb. 6-15. Canadian Boat Show.
Feb. 9-12. Canadian Hardware Show.
Feb. 18-23. TRAVEX—Travel & Tourism Show.
Feb. 22-25. Gift Show.
Mar 15-18. Men's & Boys' Apparel Fair.
Mar. 23-25. Heating, Refrigeration & Air Conditioning Fair.
Apr. 6-7. Industrial Accident Prevention & Safety Show.
Apr. 20-22. Mining & Metallurgy Exbn.
May 25-29. Chemical Exbn. & Conf.
Sept. 14-16. Supermarket Fair.
Sept. 15-18. Building Trade Fair.
Sept. 22-24. Canadian Chemical & Process Equip. Fair.
Sept. 28-Oct. 2. ● U.S. Solo Exbn. Electronic Production Equip.
Oct. 13-15. Canadian Engineering Show
Oct. 19-20. Graphic Arts Show.
Nov. 3-5. Packaging Fair.
Nov. 4-8. Audio Elec. Hi-Fi Show.
Dec. 7-10. Construction, Public Works & Municipal Equip. Fair.
Oct. 24-26, 1971. Launderers & Dry Cleaners Show.

Vancouver

Apr. 6-8. Vancouver Gift Fair.
Aug. 22-Sept. 7. Pacific National Exbn.
Nov. 19-21. Pacific Education Showplace.
Feb. 21-26, 1971. Int'l Trade Fair.

Between shows at U.S. Trade Centers

An export sales method which is increasingly popular is using the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the Trade Center director in care of the American Embassy in Paris, Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. Trade Centers will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the Trade Centers are: Bangkok—Brooks Ryno; Frankfurt—Mario DeCapua; London—Harry Heikenen; Milan—Martin Stahl; Paris—George Borrowman; Stockholm—Richard Garnitz; and Tokyo—Edward Simmons.

The centers operate as many as ten regularly scheduled shows each year. The intervals between shows usually last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and special exhibits by U.S. firms.

Chile

Santiago

October. FISA—Santiago Int'l Trade Fair. Agricultural & Industrial. Casilla 4084.

Colombia

Bogota

July 10-26. Int'l Trade Fair. General. Corp. de Ferias y Exposiciones S.A., Carrera 40, Bogota, D.E.

Cyprus

Nicosia

Sept. 4-27. 16th Int'l Cyprus Trade Fair. 250 Ledra St., Box 1094.

Czechoslovakia

Brno

Apr. 24-May 1. Int'l Consumer Goods Fair.
Sept. 6-15. Int'l Trade Fair. Vaclavske Nam 57, Prague 3.

Ostrava

Apr. 2-15. INCOMEX-70. 2nd Int'l Computer Exbn. (to be held also in Prague).

Plzen

June 19-26. EX-PLZEN—Food Production & Catering Equip. Exbn. 92 Fleet St. E.C.4.

Prague

Feb. 12-20. Int'l Exbn. of Office Equip.
Mar. 17-31. INCOMEX—2nd Int'l Computer Exbn.
Apr. 10-19. Int'l Exbn. of Hi-Fi Equip.

ATTRACTIVELY DESIGNED exhibition areas are arranged to allow each exhibitor room to mount an attractive display and yet have space for demonstrations and business discussions.

May 30-June 6. Int'l Federation of Prestressing.
June 1-10. Int'l Exbn. of Modern Food Processing Equip.
June 7-14. Prestressed Concrete Congress & Exbn.
June 24-July 3. Int'l Exbn. of Medical Equip. & Medicaments.
June 26-July 1, 1972. Int'l Exbn. of Public Cleaning.

Denmark

Aalborg

June 10-14. 4th Int'l Hospital Exbn. Exbn. Secretariat, Fyens Forum, 5000 Odense.

Copenhagen

Jan. 3-5. Scandinavian Dental Fair. Bella-Centre. Hvidkeldevej 64, 2400 Copenhagen NV.
Jan. 30-Feb. 8. 5th Int'l Exbn. of Sport & Race Cars. Bella Centre. Hvidkildevej 64, 2400 Copenhagen NV.
Jan. 30-Feb. 8. Holiday & Vacation Show. Bella-Centre. Skindergade 44, 1159 Copenhagen K.
Feb. 7-15. Int'l Boat Show. Forum Badstuestraede 8, 1209 Copenhagen K.
Feb. 15-17. Scandinavian Men's Wear Fair. Bella-Centre. Vesterbrogade 69, 1620 Copenhagen V.
Feb. 26.-Mar. 1. Int'l Camping Exbn. Bella-Centre. Hvidkildevej 64, 2400 Copenhagen NV.
Mar. 15-18. Scandinavian Fashion Week —Ladies' Wear. Bella-Centre. Vester Voldgade 115, 1552 Copenhagen V.
Mar. 15-18. Copenhagen Fashion Week —Ladies' Wear—Forum. Julius Thomsens Plads, 1925 Copenhagen V.
Apr. 6-12. NORD-PACK—Int'l Packing Fair. Bella-Centre. Ryvangs Alle 20, 2100 Copenhagen O.
Apr. 10-19. INTERTOOL—2nd Int'l Fair for Tools & Machine Tools. Forum. Julius Thomsens Plads. 1925 Copenhagen V.
Apr. 29-May 3. E-70—Int'l Construction Machinery Fair. Bella-Centre. Hvidkildevej 64, 2400 Copenhagen NV.
May 6-10. Scandinavian Furniture Fair. Bella-Centre. Hellerupvej 8, 2900 Hellerup.
May 29-June 2. General Consumer's Fair. Bella-Centre. Nyhavn 53, 1051 Copenhagen K.
July 12-18. 4th World Congress of Gastroenterology & Technical Exbn. Bella-Centre. Hvidkildevej 64, 2400 Copenhagen NV.
Aug. 7-16. Int'l Exbn. for Shooting & Fishing. Forum. Julius Thomsens Plads, 1925 Copenhagen V.
Sept. 5-13. HI-70—Handicrafts & Industrial Fair.
Sept. 6-9. Scandinavian Fashion Week—Ladies Wear. Bella-Centre.
Sept. 27-30. Copenhagen Fashion Fair—Ladies Wear. Forum.
Oct. 13-18. 3rd Int'l Electronics, Automation & Instruments Exbn. Forum.
Oct. 16-25. Toys & Hobbies Fair.
Oct. 30-Nov. 4. Int'l Fair for Tools & Machine Tools. Bella-Centre. Ryvangs Alle 20, 2100 Copenhagen O.
Oct. 30-Nov. 4. ITEM 70—6th Int'l Tech. Fair. Bella-Centre.
Nov. 16-20. Int'l FOODMA '70 Exbn.
Nov. 17-22. ● U.S. Solo Exbn. Printing, Bookbinding, Food Processing & Packaging Equip.
Nov. 21-25. Scandinavian Sporting Goods Fair.
May 14-23, 1971. Technical Fair of Heating, Ventilating & Sanitation Installations. Forum.
Nov. 1-5, 1971. KEM-TEK II.

Fredericia

Apr. 17-26. "The Kitchen" Exbn. Snekkersten Strandvej 103, 3070 Snekkersten.
Sept. 2-6. Wood Industry Trade Fair. Dansk Kobestaevne, 7000 Fredericia.

Herning

Mar. 25-30. Hobby & Vacation Fair. A/S Herning Hallen, 7400 Herning.
Sept. 5-13. HI-70—Handicrafts & Industrial Fair. A/S Herning Hallen, 7400 Herning.
Apr. 7-12, 1971. Holiday for Everybody 71. A/S Herning Hallen, 7400 Herning.

Nykobing

Apr. 23-26. Hobby Time 70. Den Selvejende Institution Nykobing Nr. Blvd., 4800 Nykobing F.

Odense

October. House Building Fair.

El Salvador

San Salvador

Nov. 7-28. El Salvador Int'l Trade Fair. Biennial. Avenida Revolucion y Doble via Santa Tecla.

Finland

Helsinki

Mar. 13-22. 5th Boat & Camping Fair. Finnish Fair Corp. Helsinki 25.
Apr. 17-26. HABITARE-70—Home & Leisure Exbn. Finnish Fair Corp.
May 22-25. 5th Int'l Transport Exbn. Finnish Fair Corp.
Sept. 17-27. Helsinki Int'l Trade Fair. Finnish Fair Corp.
Oct. 19-24. KT-70—Exbn. of Business Mach. & Equip. Finnish Fair Corp.

Nov. 11-15. Food Fair. Finnish Fair Corp.
March 1971. Boating & Camping Fair.
June 1971. Building Materials & Supplies Exbn. (held in conjunction with Meeting of building industry reps. from Nordic Countries.)
September 1971. Helsinki Int'l Technical Fair. Finnish Fair Corp.

Turku

Apr. 4-12. "The Sea is Calling" Boat Show. Turku Fair Corp., Puolalankatu 1.
July 24-Aug. 2. "FARMA"—Int'l Agricultural Fair at Artukainen (close to Turku). Turku Fair Corp.
Aug. 6-15, 1971. "Turku Fair." General Turku Fair Corp.

France

For information: French Trade Show, 11350 Avenue of the Americas, New York, N.Y. 10019.

Besancon

Mar. 10-15. MICRONORA—Int'l Clock & Watchmaking Exbn.

Bordeaux

May 23-June 1. Int'l Trade Fair.
Mar. 9-14, 1971. OCEANEXPO—Int'l Exbn. of Exploitation of Oceans.
June 15-20, 1971. Int'l Exbn. of Nuclear Techniques.

Cannes

Jan. 11-23. MIDEM—Int'l Record & Music Publishing Market.
Apr. 13-18. MIP-TV—Int'l TV & Programs Market.
June 20-28. Int'l Show for Private Aviation.

Grenoble

Apr. 10-19. Home Construction Fair.
May 1-10. Fair of Grenoble.
Oct. 16-25. Fair of Grenoble.
Feb. 28-Mar. 4, 1971. Int'l Winter Sports Fair.

Lille

May 14-25. Int'l Trade Fair
May 10-17. Int'l Fishing Exbn. Biennial.

Lyon

Mar. 14-23. Int'l Trade Fair.
Mar. 14-23. Int'l Machine Tools & Machinery Exbn.
Mar. 20-23. Int'l Hardware Fair.
Oct. 3-6. European Furniture & Furnishing Fair.

Marseille

Apr. 2-13. Int'l Trade Fair of Marseille (Spring).
Sept. 24-Oct 5. Int'l Trade Fair of Marseille. (Fall).

EXHIBITIONS OFTEN CAN'T BE CONTAINED within four walls, such as the display of construction, agricultural and materials handling equipment shown at 2nd Asian Trade Fair in Tehran, in October.

Metz

Sept. 30-Oct. 11. Int'l Trade Fair.
Nov. 8-11. Int'l Poultry Exbn.

Nancy

Sept. 7-12. Int'l Urban Equip. Fair.
Sept. 7-12. Int'l Safety Exbn.

Oyonnax

May 21-25. Plastics Exbn.

Paris

Jan. 4-9. Leather Goods & Luggage.
Jan. 9-19. Pleasure Boating.
Jan. 11-19. Jewelry, Gold & Silver Wares.
Jan. 14-19. Art Work-Shops.
Jan. 14-19. Int'l Carpet & Floor Coverings Exbn.
June 14-19. Lighting Exbn.
Jan. 15-19. National Furniture Fair.
Feb. 6-11. Audio Visual Equip. Fair.
Feb. 7-10. Feminine Underwear Industries.
Feb. 7-10. Knitting Arts Exbn.
Feb. 7-10. Lace Embroidery & Material for Corsets & Feminine Underwear.
Feb. 7-10. European Men's Wear.
Feb. 8-14. Int'l Toys Exbn.
Feb.28-Mar. 15. Int'l Household Equip. & Furnishings Trade Fair.
Mar. 7-15. Int'l Agricultural Show.
Mar. 10-15. Int'l Agricultural Machinery Show.
Apr. 3-8. Int'l Electronics Components Exbn.
Apr. 5-10. China, Crystal, Pottery & Glassware Exbn.
Apr. 11-16. Ladies Ready-to-Wear Show.
Apr. 11-16. Fur Industries Exbn.
Apr. 15-23. Machine Tool & Mechanical Equip. Exbn.
Apr. 25-29. INTERSUC—Confectionery, Chocolate, Biscuits Fair.
Apr. 25-May 10. Paris Int'l Trade Fair.
May 21-31. EXPOMAT—Int'l Public Works & Building Equip. Fair.
May 26-June 1. Int'l Dental Exbn.
May 27-June 4. • MESUCORA—Int'l Measurement, Control, Automation, Regulation Fair.
May 27-June 4. Electrical Equip. Fair. Biennial.
June 2-8. Int'l Heating, Refrigeration & Air Conditioning Exbn.
June 2-10. EUROPLASTIC—European Plastic Fair.
June 2-10. EXPOBOIS—Int'l Woodworking Mach. & Wood Industry Exbn.
June 3-9. Business Gift Fair.
June 4-8. Scientific & Technical Books & Press Int'l Exbn.
Sept. 6-11. Art Work Shops.
Sept. 6-14. Jewelry, Gold, & Silver Wares.
Sept. 6-20. Furniture & Interior Decoration.
Sept. 10-15. Leather Week.

Sept. 24-Oct. 3. SICOB—Office & Data Processing Equip.
Oct. 1-11. Int'l Automobile, Bicycle, & Motorcycle Fair.
Oct. 8-19. ► EQUIPHOTEL—Hotel & Catering Equip.
Oct. 18-20. Open Air & Fishing Exbn.
Nov. 1-15. Do-It-Yourself Exbn.
Nov. 7-10. Children's Fashion Fair.
Nov. 7-12. Ladies Ready to Wear.
Nov. 9-15. SIAL—Int'l Food Products Fair.
Nov. 9-15. MATERAL—Equip. for Food Industries.
Nov. 9-15. MATIC—Meat Industry Exbn.
Nov. 9-15. Bottling Equip. & Liquid Conditioning Industries Exbn.
Nov. 9-15. Dairy Equip. Fair.
Nov. 9-15. Int'l Brewery Equip. Exbn.
Nov. 9-15. ►Int'l Packaging Exbn. Machinery, Equip.
Dec. 11-21. Int'l Laundry, Dyeing & Dry-Cleaning Mach. Exbn.
Jan. 1971. Pleasure Boats.
Jan. & June 1971. Leather Goods.
Jan. 1971. Jewelry, Gold, Silverware.
Jan. 1971. Art Work Shops.
Jan. 1971. Lighting Exhibition.
Jan. 1971. Carpets and Floor Coverings.
Jan. 1971. International Furniture Exbn.
Feb. 1971. International Toy Exbn.
Feb. 1971. Corsets and Feminine Underwear Industries.
Feb. 1971. Lace Embroidery and Material for Corsets & Feminine Underwear. Biennial.
Feb. 1971. European Men's Wear.
Feb. 1971. Knitting Arts Exhibition.
Mar. 1971. Agricultural Machinery.
Mar. 1971. Audio, Hi-Fi Show.
Mar. 1971. Int'l Salon of Household Equip., Furnishings.
Apr. 1971. Ladies Ready-to-Wear Show.
Apr. 1971. Fur Industries.
Apr. 1971. Int'l Clothing Trades and Knitwear Equipment.
Apr. 1971. Electronic Components Exbn.
Apr. 1971. Int'l Electro-Acoustics Show.
May-June 1971. CHIMIE—Int'l Chemical Show.
May 1971. Int'l Hydraulics & Compressed Air Exhibition.
May 1971. Materials Handling & Containerization Exbn.
May 1971. Surface Treatment and Industrial Finishing Exbn.
June 1971. China, Crystal, Pottery and Glassware.
June 1971. Paris Air Show.
June 22-July 1, 1971. ITMA—Int'l Textile Machines.
Sept. 1971. Jewelry, Gold & Silver Ware.
Sept. 1971. Leather Week. Parc des Expositions, Porte de Versailles.
Sept. 1971. Int'l Radio and Television Exhibition.
Sept.-Oct. 1971. SICOB—Office and Data Processing Equipment.
Oct. 1971. Int'l Automobile, bicycle and motorcycle Show. Parc des Expositions, Porte de Versailles.
Oct. 1971. EUROSECURITY—Man & Water. Protection of Man, Property & Environment.
Oct. 1971. EQUIPHOTEL—Hotel and Catering Equipment Exhibition. Park des Expositions, Porte de Versailles.
Oct. 1971. Open Air Equipment and Fishing Exbn.
Oct. 1971. EQUIPMAG—Retail Trade Equipment Exhibition.
Nov. 1971. Int'l Food Products Exbn.
Nov. 1971. MATERIAL—Equipment for Food Products Exbn.
Nov. 1971. MATIC—Materials, Techniques and Wholesale Trade for Meat Industries. Parc des Expositions, Porte de Versailles.
Nov. 1971. Do-It-Yourself Exbn. Park des Expositions, Porte de Versailles.
Nov. 1971. Children's Fashions.
Nov. 1971. Dairy Equipment.
Nov. 1971. Ladies ready-to-wear Clothing Exbn.
Nov. 1971. Laundry, Dyeing and Dry Cleaning Equip. Exbn.
Nov. 1971. BATIMAT—Int'l Building Exhibition.
Nov. 1971. Int'l Photo, Cinema & Optics Exhibition.

Strasbourg

Sept. 3-14. Int'l Trade Fair.

Toulouse

Mar. 26-Apr. 6. Toulouse Fair.

Tours

May 2-10. Fair of Tours.
Sept. 17-20. Western Europe Agricultural Fair.

Germany, Fed. Rep.

For information: German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y.

Berlin

Jan. 23-Feb. 1. Int'l Green Week.
Mar. 13-22. Int'l Tourism-Exchange.
Mar. 13-22. Int'l Boat Show & Watersports Exbn.
Apr.-May. Vocation & Guidance Exbn.
May 19-24. Pharmaceuticals & Medical Instruments Exbn. Congress for Medical Postgraduate Education.
June 26-July 7. Int'l Film Fair.
Sept. 9-20. German Industries Fair.
Nov. 6-22. Int'l Book Exbn.
Nov. 13-22. German Restaurant Catering & Food Exbn.

Cologne

Jan. 4-7. Int'l Millinery Exbn.
Jan. 20-25. Int'l Furniture Fair.
Feb. 15-18. Int'l Housewares & Hardware Fair.
Feb. 27-Mar. 1. Int'l Fashion Fair for Casual, Sports & Travel Wear.
Apr. 17-19. Int'l Fair for the Child.
May 24-31. DLG—Int'l Agricultural Show.
Aug. 25-27. SPOCA—Sporting Goods, Camping Equip. & Garden Furniture.
Aug. 28-30. Int'l Men's Fashion Week.
Sept. 26-29. IFMA—Int'l Bicycle & Motor Cycle Fair.
September. Int'l Household Goods & Hardware Show.
September. Int'l Lingerie, Foundation Garments & Swimwear.
Oct. 3-11. ● PHOTOKINA—Audio-Visual Equip.
Oct. 16-18. Int'l Fair for the Child.

Dortmund

Apr. 26-27. Barbers & Hairdressers Supplies Hygienics & Cosmetics Trade Fair.
May 8-15, 1971. 3rd Int'l "Education for Progress in the World" Exbn.

Durkheim

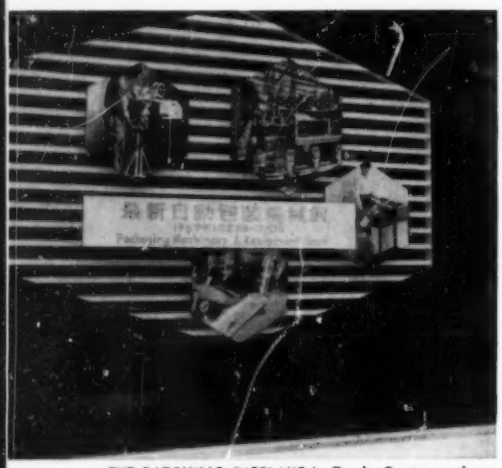
April. Regional Hotel & Catering Exbn. & Int'l Tourism Exbn.

Duesseldorf

Feb. 21-25. EUROSHOP — European Exbn. & Congress of Modern Shop & Display Equip. & Conf.
Apr. 11-13. European Footwear Samples Fair.
Sept. 26-28. European Footwear Samples Fair.
Oct. 13-16. West German Office Equip. Show.
Oct. 9-12. German Funeral Trade Show.
Nov. 10-15. INTEROZEAN '70—Oceanological Congress Int'l Maritime Research Show.
Oct. 1971. KUNSTSTOFFE—6th Int'l Fair for the Plastic Industry.
Oct. 1971. INTERKAMA—Instrumentation, & Automation.

Essen

Apr. 4-12. German Camping Exbn. with Int'l Boat Show.
May 23-28. Int'l Vulcanization & Retreading Trade Fair.
June 2-7. INTEKA—In'tl Power Plant Engineering Exbn.
June 18-21. Sanitary & Heating Equip. Exbn.
June. German Sewing Machine Exbn.
Jan. 6-14, 1971. DEUBAU — German Building Exbn. & Int'l Bldg. Congress.
Mar. 27-Apr. 4, 1971. German Camping Exbn. with Int'l Boat Show.



EYE-CATCHING DISPLAYS in Trade Center and exhibition hall windows greet business visitors and passers-by and give a preview of future events.

Nov. 6-13, 1971. Hotel Catering Exbn.

Frankfurt

Feb. 22-26. Int'l Spring Fair.
Apr. 15-19. Int'l Fur Fair.
May 12-15. INTERSTOFF — Clothing Textile Trade Fair.
June 17-24. ► ACHEMA—16th Int'l Chemical Engineering Trade Fair.
Aug. 30-Sept. 2. Interior Decoration & Floor Covering Trade Fair.
Aug. 30-Sept. 2. Frankfurt Int'l Fall Fair.
Sept. 16-26, 1971. 45th Int'l Automobile Show.
Sept. 18-22. INDROFA—Int'l Druggists Exbn.
Sept. 24-29. Frankfurt Int'l Book Fair.
Oct. 21-24. Office Supplies Exbn.
Nov. 17-20. INTERSTOFF — Clothing Textile Trade Fair.

Friedrichshafen

Apr. 30-May 10. IBO—Int'l Lake of Constance Trade Fair.
Sept. 26-Oct. 4. INTERBOOT—Int'l Boat Show.

Hamburg

Jan. 23-Feb 1. Boat Show.
March. Textile & Clothing Fair.
Oct. 21-24. CONTAINERIZATION — Int'l Container Exbn.

Hanover

Jan. 24-Feb. 1. CONSTRUCTA-III, Int'l Building Trade Fair.
March. EN ROUTE—Leisure Time Traveling Camping Exbn.
Apr. 24-May 3. ● German Aviation Show.
Apr. 25-May 3. Hanover Trade Fair.
June 1-5. Exbn. of Non-destructive Testing Equip. & Accessories.
Sept. 6-15. IHA '70—Int'l Machine Tool Exbn.
Sept. 28-Oct. 7. Scientific Physicists Congress & Exbn.
Apr. 1971. Hanover Trade Fair.

Karlsruhe

Mar. 18-22. Cosmetics Exbn.
Apr. 12-19. HOGAKA '70—Hotel & Restaurant Exbn.
Aug. 29-Sept. 5. German Pharmaceutical Exbn.
Sept. 24-27. Technique in Gardening.

Kiel

October. BUROFA—Business Equip. Fair.

Munich

Mar. 8-10. ISPO '70—Int'l Sporting Goods Trade Fair.
Mar. 14-22. IHM-70—22nd Int'l Handicrafts Fair.
Apr. 1-4. Congress of the German Society of Surgeons.
Apr. 5-9. Int'l Fashion Week.
Apr. 11-16. Int'l Small Enterprise Fair & Handicrafts Fair.
Apr. 8-May 2. ANALYTICA—2nd Int'l Biochemical Analysis Trade Exbn.
June 6-14. Int'l Forest & Timber Exbn.
Aug. 24-29. Exbn. & Congress on Haematology.
Sept. 19-Oct. 4. Agricultural Exbn.
Sept. 19-27. IKOFA—Int'l Groceries & High-Class Provisions.
Oct. 4-8. Int'l Fashion Week.
Oct. 21-25. CONTAINERIZATION '70 —Int'l Systems & Methods Trade Exbn.
Nov. 5-11. ► ELECTRONICA '70—Int'l Electronic Components Exbn.
Nov. 21-22. Congress of Specialists for Internal Diseases.
Feb. 27-Mar. 3, 1971. BAUMA—Int'l Construction Mach. Show.
June 18-23, 1971. Int'l Dental Show.
Sept. 13-18, 1971. INTERBRAU—Int'l Brewery & Beverage Mach. Show.
Nov. 4-10, 1971. IGAFA—Int'l Gastronomy & Tourism Fair.
Feb. 5-13, 1972. Int'l Trade Exbn. of Bldg. Materials, Structural Elements & Interior Finishing Fair.

Nuremberg

Feb. 14-20. 21st Int'l Toy Fair.
Mar. 18-24. HOGA-6—6th Bavarian Hotel and Restaurant Exbn.
Oct. 31-Nov. 8. Fall Purchasing Fair & Ideal Home Show & Bldg. Fair.
Feb. 6-12, 1971. 22nd Int'l Toy Fair.

Offenbach

Feb. 21-26. Int'l Leather Goods Fair.
Aug. 29-Sept. 2. Int'l Leather Goods Fair.
Sept. 25-Oct. 4. Offenbach Fall Fair.

Stuttgart

Jan. 31-Feb. 8. Motor-Racing Camping & Traveling Exbn.
Apr. 8-12. INTHERM—Int'l Oil & Gas Heating Fair.
Sept. 26-30. Office Equip. Exbn. The Modern Office.
Oct. 8-11. Int'l Pharmaceutical Exbn.
Mar. 3-7, 1971. INTHERM—Int'l Oil & Gas Heating Fair.
Apr. 1971. INTERHOSPITAL—Medical and Hospital Equipment.
Sept. 25-Oct. 3, 1971. Agricultural Fair.

Wiesbaden

Feb. 14-22. HOGA '70—Hotel & Catering Fair.
Apr. 5-9. Pharmaceutical & Electroc-medical Industry Exbn.
May 8-10. INTERZOO—Int'l Animal Husbandry Exbn.
May 21-24. Int'l Bldg. Cleansing Exbn.
June 5-9. Nuclear Medicine Congress & Exbn.
Sept. 21-23. Children's Doctors Congress.
Oct. 30-Nov. 8. HAFA—Art of Housekeeping.
Oct. 10-12. Int'l Souvenirs & Gifts Fair.
Mar. 14-16, 1971. Int'l Sports Trade Fair.

Germany, Soviet Zone

Leipzig

Mar. 1-10. Int'l Spring Fair.
August. Int'l Fall Fair.

Ghana

Feb. 1971. Ghana Int'l Trade Fair, P.O. Box M 47, Ministry Branch Post Office.

Greece

Athens

Feb. 25-Mar. 1, 1970. 4th Panhellenic Exbn. of Shoes & Leather Work, Zappeion Bldg., Athens, Greece.
June 1-7. POSIDONIA—Int'l Shipping Exbn.

Thessaloniki

Sept. 6-26. Int'l Fair of Thessaloniki. Thessaloniki 36.

Guatemala

Guatemala City

Oct. 30-Nov. 21, 1971. INTERFER-71—Int'l Industrial Samples Fair. Comite Permanente de Exposiciones, Parque Centroamericana, 6a; Calle 4-00.

Hong Kong

Hong Kong

December-January. 28th C.M.A. Exbn. of Hong Kong Products (35 days). 64-65 Connaught Road, Central, Hong Kong.
Jan. 25-30, 1971. Int'l Fisheries Fair.

Hungary

Budapest

May 22-June 1. Int'l Trade Fair. Vorosliget, Budapest 15.

India

Bombay

March. 6th Agricultural Exbn. 16th Rd. T. Ps III, Bandra, Bombay 50 AS.

Iran

Tehran

May 16-21. • U.S. Solo Exbn. Selected Industrial Modernization Equipment.

Iraq

Baghdad

Oct. 1-31. Int'l Trade Fair. Capital & Consumer Goods. Al-Mansoor.

Ireland

Dublin

May 5-9. Royal Dublin Society Spring Show & Industries Fair.
Sept. 21-25. Irish Packaging Exbn.
November. ETEX—3rd Int'l Education & Training Aids Exbn. & Conf.

Israel

Tel Aviv

May 25-June 6. AGREXPO—Int'l Agricultural & Food Exbn.
June 2-16. Int'l Trade Fair.

Italy

Bari

September. Levant Int'l Samples Fair.

Bologna

Mar. 7-12. Int'l Shoe & Leather Fair.
Apr. 1-5. Int'l Book Fair for Children.
Apr. 28-May 3. Int'l Exbn. of Perfumes & Cosmetics.
May 16-31. Int'l Trade Fair.
Sept. 12-20. Int'l Food Production & Processing Equip. Fair.
Oct. 10-18. Int'l Building Industrialization Fair.

Florence

Sept. 3-8. Int'l Fair of Florence.

Genoa

Jan. 31-Feb. 9. 9th Int'l Boat Show & 10th Int'l Camping & Caravan Show.
Mar. 18-30. Int'l Gift & Novelty Exbn.
Mar. 18-30. World Vacation & Travel Show.
June 20-29. Int'l Wines & Spirits Exbn.
June. AFRICA—2nd Int'l Exbn. of Contemporary Africa.
Oct. 7-12. Int'l Container Exbn.
Oct. 18-25. Int'l Exbn. of Prevention of Air & Water Pollution.
Oct. *20-25.* 3rd Int'l Welding & Equip. Fair.
Nov. 14-24. TEC-HOTEL—Int'l Hotel, Catering & Touring Equip. Fair.
Nov. 18-24. TEC-HOSPITAL—Equip. for Hospitals, Nursing Homes & Community.
April 1971. EUROFLORA—Flowers & Ornamental Plants Show.

Milan

January. Int'l Leather Goods Show.
January. Int'l Toy Show.
Mar. 1-8. Heating, Air Conditioning, Plumbing & Sanitary Equip. Exbn. & Convention.
Mar. 14-17. MIAS—Int'l Sporting Goods Exbn.
Apr. 14-25. Milan Samples Fair.
May 23-31. INTER BIMALL—Int'l Woodworking Machinery Fair.
May. Int'l Textiles for Wearing Apparel & for Furnishing Exbn.
July. COMIS-TRICOT—Knitwear Exbn.
September. COMIS-INFANTEEN—Infants & Teenagers Clothing & Layette Exbn.
September. COMIS-INTIMAR—Exbn. of Underwear & Beach Wearing Apparel.
Sept. 5-8. MACEF—Household Goods, Glasswear, Ceramics, Hardware & Tool Int'l Exbn.
September. Int'l Exbn. of Electronic Components, Electronic Measuring Instruments & Accessories.
September. SMAU—Office Machines & Equip. Exbn.
September. SIM—Int'l Music Show.
September. Int'l Furniture Exbn.
October. EXPO-CT—Int'l Exbn. of Commercial & Tourism Facilities & Equip.
October. MIFED—Int'l Exbn. of Motion Pictures, TV Motion Pictures & Shorts.
Oct. 13-19. MAC-Industrial Chemical Processing Equip. Exbn.
October. COMIS LABOR—Exbn. of Labor Safety & Hygienic Equip. & Products for Civil Protection.
October. Int'l Exbn. of Mech. & Optical Precision Equip.
October. MITAM—Textile for Wearing Apparel & Furnishing Exbn.
November. SINCAS—Int'l Camping & Sporting Goods Show.
Nov. 19-25. • BIAS—Int'l Show & Congress of Automation & Instrumentation; Computers, Peripheral Equip.

MODERN EQUIPMENT, such as the artificial kidney pictured here, finds good markets in nations all over the world. This scene occurred at the October U.S. Solo Exhibition in Tel Aviv.

November. Int'l Exbn. of Textiles for Furnishings.
November. OSMESA—Int'l Hospital & Medical Equip. & Supplies, First Aid Equip. in case of national calamity.
Jan. 1971. Int'l Leather Goods Show.
Jan. 1971. COMIS-TRICOT—Knitwear Show & Mart.
Jan. 1971. COMIS-INFANTEEN—Wearing Apparel & Articles for Infants & Teenagers Show.
Jan.-Feb. 1971. Int'l Toy Fair.
Feb. 1971. Int'l Hardware, Jewelry, Stationery & Giftware Show.
Feb. 1971. Int'l Music Fair.
Feb. 1971. SAMOTER—Int'l Exbn. of Earth Moving & Building Mach.
Mar. 1971. COMISPEL—Int'l Furs Fair.
Mar. 1971. Heating, Air Conditioning, Plumbing & Sanitary Equip. Exbn. & Convention.
Mar. 1971. MIAS—Int'l Sporting Goods Exbn.
Mar. 1971. Int'l Woodworking Mach. Exbn.
Apr. 1971. Int'l Samples Fair.
May 1971. Int'l Textiles for Wearing Apparel & Furnishings Exbn.

Naples

Feb. 1-9. EXPOSUDHOTEL—Int'l Hotel & Allied Tourist Industry Equip. for Southern Italy & Mediterranean Countries.
Feb. 1-9. SIVEL—Int'l Wines & Spirits Fair.
Feb. 16-23. AGROSUD—Agricultural Exbn.
Mar. 6-23. MOBILSUD—3rd Int'l Furniture Show.
May. SICAF—2nd Int'l Stationery & Allied Trades Exbn.
May 31-June 5. SIR—Int'l Gifts, Chinaware, Crystalware, Ceramics & Household Goods Fair.
June 11-15. SICAF—Int'l Market of Stationery & Allied Industries Fair.
June 11-15. BIMBOSUD—Int'l Toys, Furnishings, Clothing & Food for Children.
June 21-July 6. Int'l Home Bldg., Furnishing, Clothing & Food Fair.
June 21-July 6. SIRTE—Radio-TV & Electrical Household Appliances Fair.
Oct. 22-26. Optics Ophthalmology Engineering Instruments Cinematography & Photography.

Padua

Apr. 25-28. Footwear Exbn.
May-June. Int'l Samples Fair.

Palermo

May 23-June 7. Int'l Mediterranean Fair.

Rome

Mar. 7-22. Rassegna Int'l Congress & Exbn. of Electronics, Atomic Energy & Teleradiocinematography.

Trieste

June 21-July 5. 22nd Int'l Fair of Trieste. Piazzale A. de Gasperi 1.

Turin

Mar. 5-15. Int'l Tourism & Holidays Exbn.
Mar. 27-Apr. 8. Int'l Household Exbn.
Apr. 3-6. SAMIA—Luxury Ready-to-Wear Fashion & Accessories Exbn. Semi-annual.
Jun. 5-14. 4th Int'l Aircraft & Space Exbn. Biennial.
Sept. 18-30. Int'l Mountain Exbn.
Sept. 18-30. Int'l Tech. Exbn.
Oct. 23-26. SAMIA—Luxury Ready-to-Wear Fashion & Accessories Fair. Semi-annual.
Oct. 28-Nov. 8. Int'l Motor Show.
Oct. 29-Nov. 11. Int'l Commercial Motor Transport Fair.

Verona

Feb. 1-8. Int'l Exbn. of Earth-Moving & Building Machinery.
Mar. 15-23. Int'l Agricultural & Animal Farming Fair.

Vicenza

Jan. 25-Feb. 1. Nat'l Gold, Jewelry & Silverware Exbn. Semi-Annual.
Feb. 25-Mar. 1. Int'l Ceramics Exbn.
Sept. 6-13. Nat'l Gold, Jewelry & Silverware Exbn. Semi-annual.

Vigevano

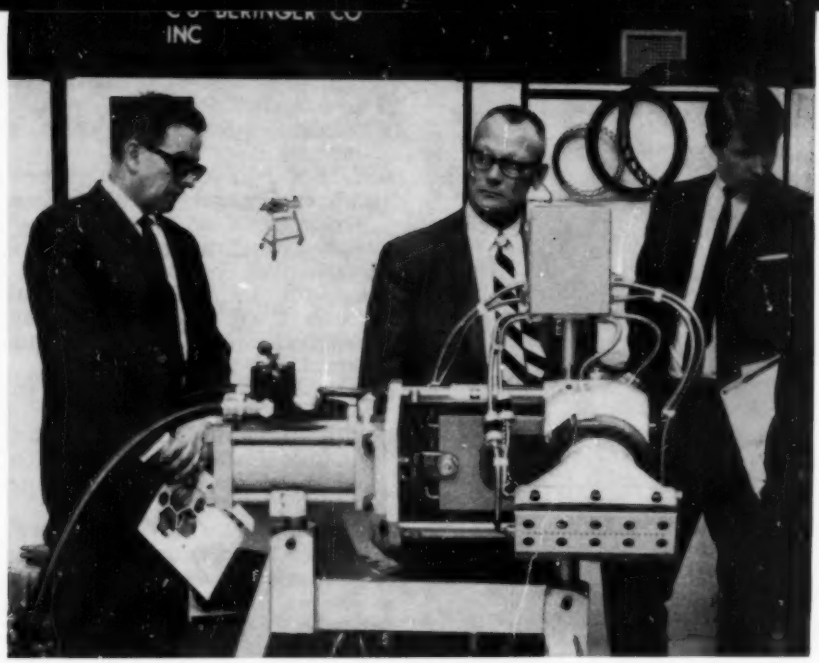
August. Int'l Footwear, Leather & Shoe Machinery Exbn.

Jamaica

Kingston

August. Denbigh Agricultural Show & Fair.

FIRST-HAND knowledge of products is transmitted at international shows, aiding both the firm and client.



DEMONSTRATIONS ASSIST PROSPECTIVE BUYERS in determining capabilities of equipment. Occasionally a firm will discover new applications for its products through discussions with businessmen.

Japan

Nagoya

October. Japan Machinery Fair. Economic Bureau City Hall.

Osaka

Mar. 15-Sept. 13. EXPO-70. Japan World Fair.
Apr. 16-29. INTER-ENGINEERING—Int'l Technical Engineering Exbn.
Oct. 28-Nov. 8. 5th Japanese Int'l Machine Tool Fair. Biennial.

Tokyo

March. Japan Printing Show.
Mar. 17-24. 9th Tokyo Int'l Boat Show.
Apr. 10-20. ● Japan Electronics Show. Electronic Industries Assn. of Japan.
May 3-10. JAPANPLAS—3rd Int'l Plastics Fair.
Sept. 22-28. TOKYO PACK—Tokyo Int'l Packaging Exbn.
Sept. 11-16. Heating Air Conditioning & Sanitary Engineering Exbn.; Material Management Fair; Nat'l Plant Engineering Maintenance & Chemical Plant Engineering Exbn.
October. Japan Int'l Toy Fair.
November. WOODCON—World Dredging Conference.
Apr. 16-May 6, 1971. Tokyo Int'l Trade Fair.
June 1971. Int'l Gas Turbine Conf. & Exbn.

Kenya

Nairobi

Mar. 18-21. Electronics & Business Efficiency Fair.
Sept. 29-Oct. 3. Int'l Agricultural Show. P.O. Box 30176.

Mombasa

August. Mombasa Show. P.O. Box 30176, Nairobi.

Laos

Vientiane

October. 13th Annual That Luang Fair.

Lebanon

Beirut

March. Beirut Ideal Home Show. Farah Bldg., Hamra St.

Libya

Tripoli

Feb.-Mar. 1971. Tripoli Int'l Trade Fair. P.O. Box 891.

Luxembourg

May 28-June 7. Int'l Trade Fair. General. Foire Internationale de Luxembourg, Boite Postale 110, Luxembourg.

Malaysia

Kuala Lumpur

Mar. 20-24. Engineering Equip. Exbn. Technical Assoc. of Malaysia and Singapore, No. 46 Jalan 52/4, New Town Center, Petaling Jaya, Selangor.

Malta

Naxxar

July. 1-5. 14th Int'l Malta Trade Fair. The Fair Grounds.

Mexico

Mexico City

Mar. 8-14. Int'l Exbn. & Congress of Ophthalmology.
May 11-15. ● U.S. Solo Exbn. Printing and Graphic Arts Equip.
Nov. 2-6. ● U.S. Solo Exbn. and Colloquium Management Systems.
July 19-26, 1971. World Veterinary Exbn. & Congress.

Morocco

Casablanca

Apr. 1971. Casablanca Int'l Trade Fair. 11 rue Jules-Mauran.

Mozambique

Lourenco Marques

May 30-June 14. FACIM—Agricultural, Commercial & Industrial Fair.

Netherlands

Amsterdam

Jan. 5-8. HORECAVA—Hotel & Catering Exbn. RAI Gebouw, 8 Europaplein.
January. CARAVAN — Int'l Camping Exbn.
Jan. 19-24. Int'l Agricultural Farming Machinery Exbn. RAI Gebouw, 8 Europaplein.
Feb. 5-15. Int'l Commercial Vehicle Fair. Ned. Ven de RAI Europaplein 2.
Feb. 21-Mar. 1. Int'l Two Wheeler Show. Biennial. RAI Gebouw, Europaplein 2.
Feb. 21-Mar. 1. Caravan RAI '70—Exbn. of Trailers, Parts, and Equipment. RAI Gebouw, Europaplein 2.
March. Fashion Week. RAI Gebouw, 8 Europaplein.
Mar. 13-22. HISWA—15th Int'l Camping & Water Sports Exbn. RAI Gebouw, 8 Europaplein.
Apr. 6-11. AUTOVAK—Garage Equip., Tools & Apparatus. RAI Gebouw, Europaplein 2.
Apr. 12-15. INTER-CONTEX—Ladies Ready-Made Clothing & Textile Fair. Semi-annual. RAI Gebouw, 8 Europaplein.
Apr. 24-May 3. IDEE—25th Int'l Household Fair. Gerrit v.d. Veenstaat 94.
June 1-5. NEBATO—Industrial Safety

Exbn. Netherlands Bakery Industry Exbn. Sicr. Sweelinckplein 64, Den Haag.

June 8-13. Int'l Fire-Brigade Fair. RAI Gebouw, 8 Europaplein.

Sept. 1-5. Petro-Tech '70—Exbn. of Petroleum Production, Refining & Treatment. Europort Tentoonstellingen N.V., Hoogstraat 111, Rotterdam.

September. Nat'l Victuallers Trade Fair.

Sept. 22-30. 6th Biennial Efficiency Fair. Business Machines. RAI Gebouw, 8 Europaplein.

September. 25th Int'l Men's Fashion Fair.

Oct. 11-14. 12th INTERCONTEX—Ladies Ready-Made Clothing. Semi-annual. RAI Gebouw, Europaplein 8, Amsterdam.

Oct. 12-16. FIAREX—4th Int'l Electronics Fair. Biennial. Stichting Firato, Minervalaan 82, Amsterdam.

Oct. 13-17. AQUATECH—3rd Int'l Water Purification, Treatment & Water Handling Exbn. Europort Tentoonstellingen N.V. Hoogstraat 111, Rotterdam.

Oct. 23-Nov. 1. Int'l Book Publishers Fair. Biennial. RAI Gebouw, Europaplein 8.

Nov. 10-14. EUROPORT—9th Int'l Shipbuilding, Engineering, Port Equip. & Communication Exbn. Europort Tentoonstellingen N.V., Hoogstraat 111, Rotterdam.

Nov. 23-26. INTERCLEAN—4th Int'l Exbn. for Commercial Cleaning Agents & Maintenance. RAI Gebouw, 8 Europaplein.

Jan. 1971. HORECAVA—Int'l Hotel & Restaurant Equip. Fair.

Jan. 1971. CARAVAN—Int'l Exbn. for Trailers & Accessories.

Feb. 1971. Int'l Passenger Cars Exbn. Biennial.

Mar. 1971. HISWA—16th Int'l Watersports & Camping Exbn.

Mar. 1971. INTERCONTEX—12th Int'l Ladies Ready-Made Clothing & Textile Fair. Semi-annual.

Apr. 1971. IDEE—26th Int'l Household Equip Fair.

June 14-18, 1971. Congress of the European Assn. of Radiology.

Sept. 1971. FIRATO—Radio, Television and Electronics Exhibition. Biennial. Stichting FIRATO, Minervalaan 82, Amsterdam-Z.

Nov. 1971. EUROPORT—10th Int'l Shipbuilding, Engineering, Port Equipment and Communications Exbn.

The Hague

August. WEHATE—Int'l Horticultural Technical Fair. Stichting Westlandse Handelstenstoonstelling, Middelbrockweg 10, Postbus 24, Naaldwijk.

Sept. 7-11. Int'l Congress of the Transplant Society & Scientific & Community Exbn.

September. 89th Ideal Home Exbn.

Rotterdam

Feb. 6-15. BINNENHUIS '70—Home Furnishings Exbn. Beurscentrum, Bergsingel 89.

Apr. 19-23. ETAWIM '70—Int'l Shop & Display Equip. ETAWIMA '70 Oostzeedijk 244.

Mar. 27-Apr. 2. VISMA '70—Int'l Sportfishing Exbn. Address: Publ. Bureau Nederlandse Burg. s'Jacobplein 10.

Sept. 25-Oct. 6. FEMINA—23rd Int'l Fashion & Housekeeping Fair. Consumer Goods. Beursgebouw, Meent 110, Kamer 424-425.

Oct. 2-13. LENTIADE—Holidays, Travel & Flower Exbn.

Oct. 13-17. NEDEX—5th Int'l Exbn. for Transportation, Storage, Forwarding & Containerization Fair. NEDEX Voksbeurs N.V. Witte de Withstraat 25.

Utrecht

Jan. 5-9. Leatherware & Travel Goods Winter Trade Fair. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Jan. 5-9. Souvenir Trade Fair. Kon. Nederlandse Jaarsbeurs, Vredenburg, Utrecht.

Jan. 11-15. Handicrafts Fair. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Feb. 16-20. ROKA—Int'l Food Exbn. Stichting Roka Mathenesserlaan 245, Rotterdam.

Mar. 1-7. Int'l "Do-It-Yourself" Exbn. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Mar. 1-6. Int'l Spring Fair. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Mar. 1-6. Film and Foto—Film and Picture Exbn. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Mar. 16-19. HET KIND—Baby & Children Articles Fair. Kon Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Apr. 2-9. Engineering Production, Water Purification, Industrial Materials & Equip. Fair. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Apr. 22-29. WORLDPAC-MACROPAK—9th Biennial Int'l Packaging Exbn. & 1st World Packaging Congress. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

August. INDRO—8th Int'l Perfumery Fair.

Sept. 6-11. Int'l Fall Trade Fair. Consumer Goods. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Sept. 6-11. Int'l Exbn. of Fabrics, Furnishings & Carpets. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Sept. 6-11. Int'l Furniture Fair. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Sept. 21-24. HET KIND—Int'l Babies & Children's Articles & Clothing Exbn. Semi-annual. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

September. Fall Footwear Fair.

Oct. 7-10. ORNITHOPHILIA—Nat'l Poultry & Fur Animals Exbn. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

October. Int'l Meat Industry Exbn. Triennial.

Oct. 7-15. Transport Equip. Exbn. & Int'l Materials Handling Equip. Show. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

Oct. 29-Nov. 5. MACROPLASTIC—Int'l Plastics Exbn. Quadrennial. Kon. Nederlandse Jaarbeurs, Vredenburg, Utrecht.

November. SPOVAK—Int'l Sports & Camping Exbn. Semi-annual.

Valkenburg

Feb. 21-26. Int'l Hotel & Industrial Catering Trade Fair. Eurohal N.V., Postbus 32.

Apr. 30-May 10. "All for Eve" Ideal Home Exbn. Eurohal N.V., Postbus 32.

Oct. 4-8. Int'l Builders & Modern Building Methods Trade Fair. Eurohal, N.V., Postbus 32.

Zuidlaren

October. Int'l Agricultural Fair. Implements, Feedstuff, Seeds & Cattle.

Feb. 16-19. 10th HORESCA. Stitching Prios Bernhardhueve, Brink O.Z. 12a.

New Zealand

Auckland

Mar. 13-31. New Zealand Easter Show. Epsom Showgrounds.

Christchurch

Apr. 8-18. New Zealand Machine Tool Show. Canterbury Court.

August. New Zealand Industries Fair. Canterbury Court.

Nov. 11-13. Canterbury A & P Fair. Addington Showgrounds.

Dunedin

May 28-June 2. Dunedin Winter Show. General Exhibits.

Hamilton

May 22-June 1. Waikato Winter Show. General Exhibits.

Oct. 29-31. Waikato Agricultural & Pastoral Assn. Show. Claudelands Showgrounds.

Hastings

Oct. 20-22. Hawkes Bay Spring Show.

Wellington

Aug. 20-Sept. 5. New Zealand Trade Fair. General Exhibits. Show Buildings.
Aug. 18-Sept. 4, 1971. Int'l Trade Fair.

Nicaragua

Managua

Apr. 1970. Central America Agricultural & Industrial Fair. Oficina Nacional de Turismo Managua, Nicaragua, C. A.

Norway

Bergen

Sept. 27-Oct. 4. PORT '70—Int'l Exbn. of Modern Port Facilities & Equip. P.O. Box 2465, 5012 Bergen.

Kristiansund

Aug. 19-30. North Sea Fair.

Oslo

Feb. 20-Mar. 1. Agricultural Week. Rosenkrantzgaten 8.
Mar. 6-15. Int'l Boat & Motor Show. Stortingsgaten 12.
Apr. 16-26. Holidays & Recreation Exbn. P.O. Box 130, Skoyen.
May 19-24. NOR-POWER '70—Int'l Power Systems Fair.
June 4-14. Children's Fair. Norges Varemesse, Box 130.
Sept. 4-13. 6th Technical Fair. Drammensveien 30.
Sept. 4-13. Machinery & Equip. Exbn. Quadrennial. Mach. Importers Assn.
Oct. 7-11. Int'l Exbn. of Office Machines & Equip. Triennial. Office Machine Importers Assn.
Oct. 22-Nov. 1. "Today's Housekeeping" Exbn. Export Council of Norway, Drammensveien 40.
October. AUTOMATICS—6th Technology Exbn. Biennial. Norwegian Industrial Development Assn.
Mar. 1971. Int'l Boat and Motor Show. Stortingsgaten 12.
Apr. 1971. Holidays & Recreation Fair. P.O. Box 130, Skoyen.
May 1971. 3rd Int'l Shipping Exbn. Norges Varemesse.
June 1971. Children's Fair. Norges Varemesse.
Sept.-Oct. 1971. Building Machines & Equip. Exbn.

Pakistan

Karachi

March. Pakistan Int'l Trade Fair. Pakistan Exbns. Corp., P.O. Box 7470.

HARLEY-DAVIDSON MOTORCYCLES are popular with customers in Tripoli, as well as the U.S. At the Tripoli, Libya, International Fair in February of 1968, the above discussion took place.

Peru

Lima

Apr. 6-12. Fishing & Food Processing Fair.
November. National Home Show.
Sept. 1971. Int'l Electrotechnical Fair.
Nov. 1971. Pacific Int'l Trade Fair. Biennial. Apartado P.O. Box 4900.

Poland

Poznan

June 14-23. Int'l Poznan Fair. General. Glogowska 14.
June 1971. Int'l Poznan Fair. General. Glogowska 14.

Warsaw

May 17-24. Int'l Book Fair. Krakowskie Przedmiescie 7.
August. Int'l Assn. for the Scientific Study of Mental Deficiency.

Portugal

Lisbon

Mar. 5-15. NAUTICAMPO—4th Int'l Exbn. of Sailing, Flying & Camping Equip. Associacao Industrial Portuguesa, Praca das Industrias.
March. FILGRAFICA—Int'l Graphic Arts & Book Show.
June 9-23. 11th Int'l Trade Fair.

Oporto

October. Int'l Machine Tool Exbn.

Santarém

May. Agricultural Fair.

Romania

Bucharest

August. 3rd Int'l Beekeeping Exbn. Fair.
Oct. 13-25. Int'l Trade Fair.

Somali Republic

Mogadisco

September-October. 11th Int'l Trade Fair. P.O. Box 27.

South Africa

Johannesburg

Jan. 12-26. Hotel & Catering Exbn. P.O. Box 15517, Siemand.
Mar. 23-Apr. 6. Rand Easter Show. P.O. Box 15517, Siemand.
June 22-25. Int'l Medical Exbn. BTE South Africa (Pty.) Ltd., P.O. Box 7870, Johannesburg.
July 6-11. Engineering & Welding Exbn. P.O. Box 15517, Siemand.
July 20-25. Packaging & Printing Exbn.
August. Textiles. P.O. Box 15517, Siemand.

Aug. 3-8. Education & Careers Exbn.
Aug. 5-13. Building Trade Fair.
Aug. 17-22. Hotel & Catering Trade Fair.
Sept. 5-9. Radio, Hi-Fi & Sound Equip. Exbn.
Sept. 5-9. Great Outdoors Show. P.O. Box 15517, Siemand.
Sept. 14-19. ELECTRA—Electronic & Nucleonic Engineering, Foundry & Welding Equip. Fair.
Sept. 25-Oct. 3. Textiles '70 Exbn.
Oct. 3-18. Ideal Homes Exbn.
Oct. 12-17. Commercial Transport Fair.
Nov. 9-18. POWER—Motoring Accessories Exbn. P.O. Box 15517, Siemand. Industrial Exhibition Organizers Ltd., P.O. Box 15517, Siemand, Johannesburg.
Nov. 16-21. Plastics Fair.
July 1971. Chemical Industries Exbn.
July 1971. Int'l Construction Mach. Exbn.
Aug. 1971. Instrumentation & Automation Fair.
Aug. 1971. Mining Exbn.
Sept. 1971. AIREX—Air Conditioning, Heating & Cooling Equip.
October 1971. Factory Equip. Exbn.
Nov. 1971. POWER—Motoring Accessories Show.

Pietermaritzburg

May 1-9. Agricultural & Industrial Show.

Spain

Barcelona

Feb. 6-15. 8th Int'l Nautical Show. Avenida Maria Cristina, Parque de Montjuich.
Feb. 13-17. 10th Apparel Show (1st edition, Autumn-Winter fashions). Avenida Maria Cristina, Parque de Montjuich. Executive Committee: Avda. de Jose Antonio 670.
Mar. 13-22. GRAPHISPACK—Packing & Graphic Arts Show. Avenida Maria Cristina, Parque de Montjuich.
Apr. 18-28. 3rd Int'l Automobile Show. Avenida Maria Cristina, Parque de Montjuich.
June 3-14. 38th Official & Int'l Samples Fair. Ave. de Maria Cristina, Parque de Montjuich.
Oct. 3-7. 10th Apparel Show. (2nd edition, Spring & Summer fashions). Avenida Maria Cristina, Parque de Montjuich.
Oct. 3-12. 5th Industrial & Commercial Fair. Delegacion Sindical Comarcal, Sabadell.
Oct. 22-Nov. 1. 8th Image, Sound & Electronic Show. Avenida Maria Cristina, Parque de Montjuich.
Oct. 24-Nov. 3. 5th Textile Machinery Fair. Avenida Maria Cristina, Parque de Montjuich.
Nov. 18-29. HOGARHOTEL 10—10th Nat'l Fair of House, Decoration and Gastronomy Equipment and Int'l for Hotel Equipment. Avda. Maria Cristina, Parque de Montjuich.
Nov. 28-Dec. 8. Sports & Camping Equip. Fair. Avenida Maria Cristina, Parque de Montjuich.

Bilbao

Mar. 7-15. 6th Machine Tool Exbn. Biennial. Tercio de Begona 2.
July 1-12. 5th Int'l Samples Fair. Tercio de Begona 2.
Nov. 7-15. EXPOQUIMIA-70—Technical Fair of Applied Chemistry. Tercio de Begona 2.
Mar. 3-12, 1971. 4th Tech. Fair of Electrical Industries & Mechanical Handling Equip.

Elda

Mar. 1-6. FICIA—9th Int'l Shoe & Related Industries Fair. (Autumn-Winter Fashions). Semi-annual. Avenida de Chapi, Palacio Ferial.
Sept. 13-19. FICIA—10th Int'l Shoe & Related Industries Fair. Spring & Summer Fashions (semi-annual). Avenida de Chapi, Palacio Ferial.

Madrid

May 1-15. 7th National Electrification Show. Palacio de Exposiciones, Camara de Comercio.
May 20-June 7. 8th Int'l Agricultural Fair. Avenida de Portugal S/N.
Sept. 5-20. World Poultry Fair. Avenida de Portugal S/N.
Oct. 11-30. 4th Second-Hand Automobile Fair. Avenida de Portugal S/N.
Nov. 6-15. 5th Int'l Monographic Samples Fair of Office & Information Equip. Valle de Suchil 8.
Mar. 2-7. ● U.S. Solo Exbn. Air Conditioning, Refrigeration, Food Processing, Packaging Machinery and Equip.

Murcia

Mar. 29-Apr. 7. 5th Regional Samples Fair of SE Spain. Avda. Jose Antonio 11.
Oct. 20-30. 9th Int'l Canning & Food Fair. Jose Antonio 11.

Palma de Mallorca

June 21-July 6. 9th Official Samples, Craftsmanship and Tourism Fair. Ayuntamiento.

Seville

Apr. 15-30. 10th Ibero-American Samples Fair. Pabellon del Peru, Jardines de San Teimo, Sevilla.

AN ADDING MACHINE, part of a U.S. exhibition of compact computers, attracts European businessmen. Computers and electronic equipment are increasingly popular as products for exhibit abroad.

INTERNATIONAL EXHIBITIONS provide the meeting place for the buyer and the seller. Business information booths often accompany promotions; so do special lounges and private discussion areas.

Valencia

Feb. 21-Mar. 1. 9th Toy & Infants Products Show. Paseo del Mar 2.
Mar. 8-Apr. 5. 6th Ceramic, Glass & Decorative Elements Fair. Paseo del Mar 2.
Mar. 30-Apr. 6. TEXTILHOGAR—Monographic Fair of Products for the Home. Paseo del Mar 2.
May 4-17. 48th Int'l Samples Fair. Paseo del Mar 2.
Sept. 17-20. 4th Children's Fashion Show. Paseo del Mar 2.
Sept. 26-Oct. 4. 3rd Int'l Orange Week. Paseo del Mar 2.
Oct. 21-29. 8th Spanish Furniture Show & Int'l Woodworking Mach. Fair. Paseo del Mar 2.
Oct. 20-29. 5th Metal Art Monographic Fair. Paseo del Mar 2.

Yecla

Sept. 20-28. 9th Provincial Furniture & Related Industries Fair. Ayuntamiento.

Zaragoza

Apr. 4-12. FIMA—4th Int'l Tech. Fair of Farm Machinery. Gran Via S/N.
Oct. 3-18. 30th Official & National Samples Fair. Palacio Ferial.

Sweden

Goteborg

Jan. 21-25. 7th Scandinavian Lighting Fair. Box 52, Markaryd.
Feb. 12-22. Boat Show. Box 29010.
Mar. 10-11. Shoe Fair. Narvavagen 7, Stockholm 0.
May 9-18. 53rd Int'l Swedish Trade Fair. Svenska Masson, Goteborg S.
Sept. 12-20. Swedish Home & Household Exbn.
Oct. 15-21. SCANPACK—Int'l Packaging Exbn. Stamp-Gatan 38, Goteborg C. 3rd.
Nov. 2-6. INTER-REST—3rd Swedish Hotel & Restaurant Exbn. Biennial.
Jan. 20-24, 1971. 8th Scandinavian Lighting Exbn.
Feb. 11-21, 1971. 12th Swedish Int'l Boat Show.
May 7-16, 1971. 54th Swedish Int'l Trade Fair.
June 7-11, 1971. 2nd Road Building & Refuse Collection & Disposal Exbn.
June 1971. 3rd Int'l Sea Transport Exhibition.
Sept. 11-19, 1971. Swedish Ideal Home Exbn.
Oct. 14-20, 1971. Int'l Medical Care & Health-Commercial & Technical Exbn. Triennial.
Oct. 3-7, 1972. INTER-REST—4th Swedish Hotel & Catering Trade Fair.

Halsingborg

May 7-10. Scandinavian Aviation Exbn.
May 15-23, 1971. ENGINE—Int'l Fair of Machines for Public Works, Building & Transport Fair.
May 15-23, 1971. MASKIN—Int'l Excavation, Building & Transportation Exbn. Biennial.

Jonkoping

June 5-19. ELMIA—European Agricultural & Industrial Fair.
June 3-13, 1971. ELMIA—European Agricultural & Industrial Fair.

Malmo

Jan. 10-18. Swedish Caravan Exbn.
Jan. 24-Feb. 1. 5th Int'l Boat Show.
Feb. 5-8. Swedish Furniture Fair.
Feb. 28-Mar. 8. MOTORVAREN—Automobiles & Accessories Fair.
Apr. 17-21. MEKANIK—Int'l Engineering & Technical Exbn.
Aug. 14-23. Swedish Trade Fair.
Aug. 14-23. BYGG-MA III—Int'l Construction Equip. Fair.
Sept. 7-13. Office Equip. Fair.
Sept. 25-Oct. 4. Int'l Flower Show.
Oct. 31-Nov. 4. Do-It-Yourself Exbn.
Jan. 31-Feb. 7, 1971. 6th Int'l Boat Show.
Apr. 7-12, 1971. MOTORVAREN—Automobile & Automotive Accessories Fair.
May 19-23, 1971. Scandinavian Furniture Fair. Box 14015, Stockholm 14.
Aug. 13-22, 1971. A Cleaner World Exbn. & 53rd Int'l Samples Fair. Box 19015.
Sept. 29-Oct. 2, 1971. RESTA-V—Int'l Hotel & Restaurant Fair. Box 19015.
Nov. 1971. Int'l Do-It-Yourself Exbn.

Stockholm

Jan. 28-Feb. Glass-China & Gift Trade Fair.
Feb. 5-8. Swedish Furniture Fair. Box 14012, Stockholm 14.
Mar. 4-15. Int'l Boat Show. Storangsvagen 18, Stockholm No.
Mar. 25-30. Int'l Sports Car Show.
Apr. 13-18. Instruments & Measuring Tech. Fair. Storangsvagen 18.
May 11-15. Int'l Hospital Exbn. Storangsvagen 18, Stockholm No.
Sept. 2-13. 28th St. Erik's Int'l Trade Fair. Storangsvagen 18, Stockholm No.
Sept. 21-23. Shoe Fair.
Oct. 9-15. 9th Stockholm Technical Fair.

Switzerland

Basel

Mar. 3-7. SWISSPACK—Int'l Packaging Exbn.
Apr. 11-21. 54th Swiss Industries Fair. Postfach 4000 CH. Basel 21
May 28-June 1. DIDACTA—10th European Educational Materials Fair. Mustermesse, Basel, P.O. Box 4000, Basel 21.
Sept. 6-8. INTERFEREX—Int'l Hardware & Tools Trade Fair. Interferex AG, Talstrasse 66, 8001 Zurich.
Sept. 26-Oct. 4. HOLZ—Int'l Woodworking Mach. Fair. Postfach, CH 4000. Basel 21.

Feb. 19-21, 1971. Int'l Construction Equip. Fair. Mustermesse, 4000, Basel 21.
Mar. 9-13, 1971. Int'l Industrial Electronics Exbn. INEL '71. Mustermesse, 4000, Basel 21.
Apr. 17-27, 1971. 55th Swiss Industries Fair. Postfach CH 4000, Basel 21.
June 8-12, 1971. PRO AQUA—Water & Air Purification & Pollution Control Equip. Mustermesse, 4000, Basel 21.
Sept. 13-18, 1971. ILMAC—Int'l Exbn. for Laboratory Chemical Engineering Measurement & Automation Techniques. Mustermesse, P.O. Box 4000, Basel 21.
Nov. 1971. IGEHO—Int'l Hotel & Catering Exbn.
Feb. 3-12, 1972. Int'l Mech. Handling Exbn.

Berne

Apr. 25-May 5. BEA—Commercial Agricultural Industrial Exbn. Postfach 1009, CH 3001, Berne.

Chur

May 2-10. Machine & Products for the Household Industry, Commerce & Hotels.

Geneva

Jan. 31-Feb. 8. Int'l Commercial Vehicle Show.
Mar. 12-22. Int'l Auto Show.
May 28-June 7. Festival, Congress & Exhibit of Recreational Equip.
Oct. 1970. Ideal Home Show. P.O. Box 220, 1211 Geneva 3.
Mar. 11-21, 1971. Int'l Auto Show. Palais des Expositions, 16 Quai de l'Ecole de Medecine, 1205 Geneva.

Lausanne

Jan. 18-21, 1970. SPISO—Toys & Souvenirs. Palais de Beaulieu. Genossenschaft, Spiso, Monbijoustrasse 14, 3000 Berne.
Feb. 7-15, 1970. Int'l Tourism & Sports Fair. Palais de Beaulieu, 1000 Lausanne.
Sept. 12-27, 1970. Swiss Autumn Fair. Palais de Beaulieu, 1000 Lausanne.
Jan. 1971. SPISO—Toys & Souvenirs, Palais de Beaulieu, Genossenschaft. Spiso, Monbijoustrasse 14, 3000 Berne.
Feb. 27-Mar. 7, 1971. Int'l Tourism & Sports Fair. Palais de Beaulieu, 1000 Lausanne.

St. Gallen

Oct. 8-18. OLMA—Dairy & Agricultural Fair. OLMA, 9000 St. Gallen.

Lucerne

May 1970. IBA Boat Show. Winkelriedstrasse 58, 6000 Lucerne.
May 1971. IBA Boat Show. Winkelriedstrasse 58, 6000 Lucerne.

Zurich

Mar. 13-21. Swiss Import Fair.
Mar. 17-25. Heating & Sanitation Exbn.
Feb. 21-Mar 1. Int'l Boat Show. Zuspa. Thurgauerstrasse 7, 8050 Zurich.
Mar. 3-11. Butchery Trade Fair.
Apr. 8-20. Trade Exbn. for Hunting & Fishing.
June 1-5. World Federation of Occupational Therapists.
Aug. 26-30. FERA—Radio & Phono Exbn.
Oct. 29-Nov. 3. Int'l Hydraulics & Pneumatics Tech. Fair. Zuspa. Agifa Universitatsstrasse 120, 8033 Zurich.
Jan. 28-Feb. 2, 1971. MICROTECHNIC—Int'l Precision Engineering Exbn. Agifa GmbH, Universitatsstr. 120, 8033 Zurich.
Mar. 2-7, 1972. Int'l Trade Fair for Power Transmi[illegible] Postfach 8033.
Feb. 17-22, [illegible]71. International Cycle & Motorcycle Fair. Zuspa, Stadthof, Thurgauerstrasse 7, 8050 Zurich.
Feb. 28-Mar. 1, 1971. International Shoe Fair, Zuspa, Stadthof, Thurgauerstrasse 7, 8050 Zurich.

Syria

Damascus

Aug. 25-Sept. 20. 17th Damascus Int'l Trade Fair. 67 Blvd. de Baghdad.

Taiwan

Taipei

Nov. 2-7. ● U.S. Solo Exbn. Selected Industrial Production Equip.

Tanzania

Dar es Salaam

July. Saba Saba Int'l Trade Fair. General.

Thailand

Bangkok

Nov.-Dec. Fair of Bangkok. Industrial & Trade Fairs Center 199/3 Pathunwan Square.

Tunisia

Tunis

May. Int'l Trade Fair. Ave. Gambetta.

Turkey

Izmir

Aug. 20-Sept. 20. Int'l Fair of Izmir. General. Kultur Park.

Uganda

Kampala

February. Uganda Int'l Trade Fair. Pan Africa Exbn. Ltd.

United Arab Republic

Cairo

October. Cairo Int'l Trade Fair. Exhibitions Ground-Guezira-Cairo-UAR. Telegraphic Address—Nefertiti.

United Kingdom

Biggin Hill

June 4-7. Int'l Air Fair.

OFFICIAL COMPANY REPRESENTATIVES are ready at hand to assist visitors with questions on equipment, services and specifications of a firm's products. Such assistance is the key to successful display exposure.

Birmingham

Feb. 14-28. Boat & Leisure Life Exbn.
Mar. 26-Apr. 11. Spring Home Exbn.
May 5-8 Midland Engineering Exbn.

Blackpool

Feb. 1-5. Int'l Gifts Fair.
Feb. 24-26. Amusement Equip. & Coin Operated Machine Exbn.
Mar. 8-10. Int'l Hairdressing Fair & Festival.

Brighton

Feb. 1-5. British Toy Fair.
Mar. 2-6. Engineering Design Show.
May 4-8. Industrial Rad'l Protection Conf. & Exbn.
Sept. 5-12. Int'l Trade Fair.
Sept. 23-25, 1971. Electro-Optical Systems Design Exbn.
May 15-18, 1972. Int'l Rubber Exbn. & Conf.

Farnborough

Sept. 7-13. Aviation Exbn. & Flying Display.

Glasgow

Feb. 6-15. Caravan, Tents & Boats Exbn.
Mar. 10-14. Building & Public Works Fair.
Nov. 9-13. Packaging, Plastics, Printing & Allied Trade Exbn.
June 7-11, 1971. Environmental Engineering Exbn.

Harrogate

Jan. 10-15. Int'l Toy Fair.
Feb. 3-5. Electric Living Exbn.
Apr. 13-17. Institute of Welding Exbn.
June 25-July 3. British Medical Association Exbn.
July 19-23. Lighting Exbn.
Sept. 8-11. Northern Floor Coverings Fair.
Sept. 10-16. Building Exbn.
May 3-5, 1971. Meat Trade Fair.
June 9-12, 1971. Clothing, Institutional Fabrics & Equipment.

London

Jan. 6-15. Int'l Hotel & Catering Exbn. Olympia London. Hotel & Catering Exbn. (London) Ltd. Commonw. Ho., New Oxford St., London, W.C.1.
Jan. 7-17. Int'l Boat Show. Earls Court London. National Boat Shows Ltd. 31 Great Queen St., London, W.C.2.
Jan. 7-17. Specialist Sports Car Show & Accessories Supermarket. Old Horticultural Hall London. Daily Mail & B.R.S.C.C., Temple House, Temple Ave., London, E.C.4.
Jan. 18-23. Int'l Gifts & Fancy Goods Exbn.—GIFTSHOW. Olympia, London. Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.
Jan. 18-23. Lighting Exbn.—LIGHTSHOW. Olympia, London. Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.
Jan. 19-23. ●U.S. Solo Exhibition. Data Transmission Equipment.
Jan. 20-22. Amusement Trades Exbn. Alexandra Palace, London. Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2.
Jan. 27-29. Automatic Laboratory Techniques Exhn.—ALTEX. New Hortic. Hall, London. Gerard Mann (Altex Ltd., 1/3 Astoria Parade, Streatham High Road, London. S.W. 16.
Jan. 31-Feb 7. Racing & Sports Motor Cycle Show. Old Horticultural Hall, London. Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London, N.1.
Feb. 2-6. Stationery Industry Exbn.—STATINDEX. Olympis London. British Stationery & Office Equip. Assn. 6 Wimpole St., London, W.1.
Feb. 9-14. New Homes Show. New Hortic. Hall, London. Homefinders (1915) Limited, 199 Strand, London, W.C.2.
Feb. 24-26. Decorating Materials Trade Show—WALPADEX. Royal Lancaster Hotel, London. S. M. Broughton, Wallpaper & Paint Retailers Assn., 27 Lichfield St., Walsall, Staffs.
Mar. 2-5. Physics Exbn. Alexandra Palace, London. Institute of Physics & Physical Society, 47 Belgrave Square, London, S.W.1.
Mar. 2-6. Int'l Men's & Boys' Wear Exbn. Earls Court, London. Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, W.C.1.
Mar. 3-5. Confectionery Trade Fair. Old Horticultural Hall, London. Retail Conf. Ass. Publications & Exbns. Ltd., Ashley House, 53 Christchurch Ave., London, N.12.
Mar. 3-30. "Daily Mail" Ideal Home Exbn. Olympia, London. Associated Newspapers Ltd., Exbn. Office, Temple House, Temple Ave., London, E.C.4.
Mar. 16-19. Int'l Shop Equip. & Self-Service Exbns. Earls Court, London. Iliffe Exhibitions Ltd., Dorset House, Stamford St., London, S.E.1.
Mar. 16-19. Meat Industry Exbn. Earls Court, London. Iliffe Exbns Ltd., Dorset House, Stamford St., London, S.E.1.
Mar. 31-Apr. 2. Radio, Television & Electrical Appliances Exbn. Grosvenor House, London. Lawson Organization, Green Dragon House, 64 High St., Croydon, CR9 2UH.
Apr. 8-15. Int'l Electrical Engineers (A.S.E.E.) Exbn. Earls Court, London. Electrical Engineers (A.S.E.E.) Exbn. Ltd., 6 Museum House, 25 Museum St., London, W.C.1.
Apr. 13-17. Off-set Litho Exbn.—INTERLITH. Olympia, London. Brintex Exbns. Ltd., 3 Clements Inn, London, W.C.2.
Apr. 13-17. Printers Services & Supplies Exbn. Olympia, London. Brintex Exbns. Ltd., 3 Clements Inn, London, W.C.2.
Apr. 14-17. Int'l Flour & Feed Milling Exbn. Olympia, London. Exbn. Promo-

CLOSE EXAMINATION of a product with a qualified representative at a trade fair leads to sales activity.

tions (MH) Ltd., 65/66 Turnmill St., London, E.C.1.

Apr. 20-23. Junior Fashion Fair (Spring), New Hortic. Hall, London. National Children's Wear Assn., 40/42 Oxford St., London, W.1.

Apr. 20-25. Int'l Heating, Vent. & Air Conditioning Exhn. Olympia. London. Industrial Exbns. Ltd., 9 Argyll Street, London, W.1.

Apr. 21-23. Incentive Marketing & Premium Exbn. New Hortic. Hall, London. Maclaren & Sons Ltd., P.O. Box 109, Davis House, 69/77 High St., Croydon CR9 1QH.

Apr. 27-30. O.C.C.A. Technical Exbn. Olympia, London. Oil & Colour Chemists Association, Wax Chandlers Hall, Gresham St., London, E.C.2.

Apr. 27-May 1. Int'l Wire Exbn. Olympia, London. Mack-Brooks Exbns. Ltd., Ashley House, 96 Hatton Garden, London, E.C.1.

May 5-15. Int'l Mechanical Handling Exbn. Earls Court, London Iliffe Exbns. Ltd., Dorset House, Stamford St., London, S.E.1.

May 11-16. Instruments, Electronics & Automation Int. Exbn. Olympia, London. Industrial Exbns. Ltd., 9 Argyll St., London, W.1.

May 12-15. Bio-Medical Exbn. & Symposium. New Hortic. Hall, London. U.T.P. Exbns. Ltd., Racquet Court, Fleet St., London, E.C.4.

May 27-June 5. Gauge & Tool & Power Press Exbn. Olympia, London. Gauge & Tool Makers' Assn., Standbrook House, 2/3 Old Bond St., London, W.1.

June 1-4. London Inventions & New Products Exbn. New Hortic. Hall, London. Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, S.E.1.

June 1-5. Int'l Container Services & Equip. Exbn. Olympia, London. Mack-Brooks Exhibitions Ltd., 96 Hatton Gardens, London, E.C.1.

June 1-5. Anti-Corrosion & Industrial Finishes Exbn. Earls Court, London. Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.

June 1-5. Pipes, Valves & Pipeline Engineering Exbn. Earls Court, London, Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.

June 1-5. Reinforced Plastics Exbn. Earls Court, London. Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.

June 2-4. Leather Expo. Earls Court, London. Leather Institute, Leather Trade House, 9 St. Thomas St., London, S.W.1.

June 22-26. Int. Packaging Exbn.—PAKEX. Olympia, London. F. W. Bridges & Son Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

June 27-29. Optical Equipment Exbn. Old Hortic. Hall, London. Federation of Manufacturing Opticians, 51 Catherine Place, London, S.W.1.

July 7-10. Int. Contract Furnishing & Interior Decor Exbn. Olympia, London. Westbourne Exhibitions Limited, Crown House, London Road, Morden, Surrey.

July 13-17. Ships Gear Int'l. Olympia, London, Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2.

July 20-23. Nat. Audio-Visual Aids Conference & Exbn. Olympia, London. National Committee for Audio Visual Aids in Education, 33 Queen Anne's St., London, W.1.

July 28-31. London Int. Gift Trade Fair. Exbn.—PARAPHERNALIA. Olympia, London. Ligfair Holdings Ltd., 203 Slad Road, Stroud, Gloucester.

Aug. 16-20. British Musical Instrument Trade Fair. Hotel Russel, etc. London. Assoc. of Musical Instrument Industries, 62 Park View, Hatch End, Middx.

Aug. 17-20. International Gifts Fair. Earls Court, London. Trade Promotion Services Ltd., 187 High Road, Chadwell Heath, Romford, Essex.

Sept. 6-12. World Congr. of Cardiology & Exbn. Royal Festival Hall, London. Conference Services Ltd., 11 Whitehall Court, London, S.W.1.

Sept. 7-11. Int. Broadcasting Convention & Exbn. Grosvenor House, London Int. Broadcasting Convention, Inst. of Electrical Engineers, Savoy Place, London, W.C.2.

FIFTY AMERICAN FIRMS participated in Tel Aviv's first International Hotel and Catering Exhibition and returned with $1.5 million in confirmed orders and $7.4 million in estimated orders. Pictured below, left, is part of A. Torres Export, Inc., booth which represented several U.S. firms; right, Milnor Corp. booth.

Sept. 14-18. Fluid Power International Exbn. & Conference. Olympia. London. Commercial Exhibitions Limited, 28 Essex St., Strand, London, W.C.2.

Sept. 15-19. Int. Clothing Trade Exbn. & Conv. Olympia, London. U.T.P. Exhibitions Limited, 3 Racquet Court, Fleet Street, London, E.C.4.

Sept. 18-26. Int. Commercial Motor Transport Exbn. Earls Court, London. Society of Motor Manufacturers & Traders Ltd. Forbes House, Halkin St., London, S.W.1.

Sept. 22-26. Woodworking Equipment & Materials Exbn. Alexandra Palace, London. Westbourne Exhibitions Limited, Crown House, Morden, Surrey.

October. INTER/NEPCON—Electronic Production Equipment.

Oct. 5-9. Int. Computer & Peripheral Exbn.—COMPUTER 70. Olympia, London. Business Equipment Trade Association, 109 Kingsway, London, W.C.2.

Oct. 5-9. Int. Diecasting Exbn. Olympia, London. Mack-Brooks Exhibitions Limited, 96 Hatton Garden, London, E.C.1.

Oct. 6-9. Furniture Production Exbn. Olympia, London. Exhibitions for Industry Ltd., 33 Furnival St., London, E.C.4.

Oct. 14-24. Int'l Motor Exbn. Earls Court, London. Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin St., London, S.W.1.

Oct. 28-29. London Bakers Exbn. Alexandra Palace, London. A. G. Bennett, Nat. Assn. of Master Bakers & Conf., Queens House, Holly Road, Twickenham, Middx.

Nov. 16-21. Public Works & Municipal Services Congress & Exbn. Olympia, London. Municipal Agency Ltd., 3 Clement's Inn, London, W.C.2.

Jan. 12-16, 1971. Stone Industries Exbn. Olympia, London. Brintex Exhibitions Ltd., 3 Clement's Inn, London, W.C.2.

Jan. 8-22, 1971. Plastics in Engineering Exbn. & Conf. Royal Hortic. Halls, London. Business Conferences & Exhibitions Ltd., 103/119 Waterloo Road, London, S.E.1.

Mar. 29-Apr. 2, 1971. LABEX Int'l (Lab. App'tus & Mater'ls Exbn.). Earls Court, London. U.T.P. Exhibitions Ltd., 3 Racquet Ct., Fleet St., London, E.C.4.

Mar. 30-Apr. 2, 1971. Effluent & Water Treatment Exbn. & Conv. Earls Court, London. Brintex Exhibitions Ltd., 3 Clement's Inn, London, W.C.2.

Apr. 21-29, 1971. London Int'l Engineering, Marine & Welding Exbns. Olympia, London. F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

May 17-22, 1971. Int'l Plumbing & Domestic Heating Exbn. Royal Hortic. Halls, London. Exhibitions & Presentations, 71 Broad St., Birmingham, 15.

July 13-24, 1971. Int'l Printing Machinery & Allied Trades Exbn.—IPEX. Olympia and Earls Court, London. F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford St., London, W.C.1.

Oct. 11-17, 1971. Int'l Screen Print'g Equip. & Point of Sale Ex. & Conf.—SPEC. Olympia, London. Batiste Publications Limited, Drummond House, 203/209 Gower St., N.W.1.

June 5-9, 1972. Reinforced Plastics Exbn. Earls Court, London. Brintex Exhibitions Ltd., 3 Clement's Inn, London, W.C.2.

Aug. 18-25, 1972. Int'l Mining Exbn. Olympia, London. Brintex Exhibitions Ltd., 3 Clement's Inn, London, W.C.2.

Manchester

Jan. 13-17. Holidays at Home & Abroad Exbn.

Feb. 23-27. LABEX Exbn.

Apr. 13-17. Trade & Catering Exbn.

May 18-22. Northern Reprographic Exbn.

May 19-22. Int'l Industrial Training Exbn. & Symposium.

June 1-4. "Photography at Work" Exbn.

June 9-13. Slimming & Health Foods Exbn.

June 21-24. HARDWARE-70 Exbn.

Sept. 1-12. Norther Food & Grocer's Fair.

Oct. 19-22. "Do-It-Yourself" Exbn.

Uxbridge

Apr. 13-16. Computer Graphics Exbn.

UNITED STATES

This section lists fairs chronologically by name, location and address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated to the Commerce Department an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements. The address accompanying each item refers to the fair management, not the fair itself.

January 1970

4-8. Atlantic City China & Glass Show. Atlantic City. 220 Fifth Ave., New York, N.Y. 10001

4-10. American Furniture Mart Int'l Home Furnishings Show. Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611

11-14. Nat'l Drive-In Fast Food & Soft Ice Cream Assn. Show. Miami Beach. P.O. Box 85, Novelty, Ohio. 44072

ON THE SPOT INSPECTIONS are a profitable sales tool. Above, businessmen try out lab equipment.

12-16. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

12-16. Pennsylvania Farm Show. Harrisburg. 11th & Maclay St., Harrisburg, Pa. 17110

12-16. Society of Automotive Engineers Automotive Engineering Congress & Exposition. Detroit. 2 Penn Plaza, New York, N.Y. 10001

13-15. Microwave Exposition/West. Palo Alto. Technical Industries Expositions Inc. 34 W. Putnam Ave., Greenwich, Conn. 06830

16-25. Mid-America Boat Show. Cleveland. 414 Caxton Bldg., Cleveland, Ohio. 44115

17-21. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

17-21. Nat'l Automobile Dealers Equipment Exbn. Miami Beach. 2000 K St., N.W., Washington, D.C. 20006

17-25. Philadelphia Sports, Camping, Vacation & Travel Show. Philadelphia. 130 Chestnut St., Philadelphia, Pa. 19106

18-21. Southern Jewelry Show. Atlanta. 631 Candler Bldg., Atlanta, Ga. 30303

18-21. Canners Show—Nat'l Exposition for Food Processors. Washington, D.C. 7758 Wisconsin Ave., Washington, D.C. 20014

18-22. Nat'l Assn. of Home Builders Convention & Show. Houston. 1625 L St., N.W., Washington, D.C. 20036

18-24. California Gift Show. Los Angeles. 3510 Council St., Los Angeles, Calif. 90004

21-25. Oklahoma Sports, Boat & Travel Show. Tulsa. 2785 N. Speer Blvd., Denver, Colo. 80211

21-Feb. 1. Nat'l Boat Show. New York. 537 Steamboat Rd., Greenwich, Conn. 06830

26-29. Nat'l Sand & Gravel Exbn.

Chicago. 900 Spring St., Silver Spring, Md. 20910

28-30. Pacific Automotive Show. Las Vegas. 714 W. Olympic St., Los Angeles, Calif. 90015

28-Feb. 1 Miami Int'l Travel Camping Show. Miami. Trade Show Presentations, Inc., Exposition Park, Orlando, Fla. 32801

29-Feb. 1 Nat'l Swimming Pool Institute Convention, Exposition. Anaheim. 2000 K St., N.W., Washington, D.C. 20006

30-Feb. 5. Hobby Industry Trade Show. Chicago. Hobby Industries Assn. 200 Fifth Ave., New York, N.Y. 10010

31-Feb. 9. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

February 1970

1-3. New Orleans Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

1-5. Nat'l Sporting Goods Assn. Show. Chicago. 717 N. Michigan Ave., Chicago, Ill. 60611

2-5. Nat'l Notion & Novelty Show. New York. 350 Fifth Ave., New York, N.Y. 10001

8-10. Memphis Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

8-12. Nat'l Auto Accessories Expo. New York. 555 E. City Line Ave., Bala-Cynwyd, Pa. 19004

9-12. Air-Conditioning, Heating & Refrigeration Industry Show. Cleveland. 1815 N. Ft. Myer Drive, Arlington, Va. 22209

10-12. Nat'l Electronic Packaging & Production Conference. Anaheim. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

14-22. Philadelphia Boat Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

16-18. Pulp & Paper Industry Exhibit. New York. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

18-22. Kansas Sports, Boat & Travel Show. Wichita. 2785 N. Speer Blvd., Denver, Colo. 80211

20-25. Miami Int'l Boat Show. Miami Beach. 1333 S. Miami Ave., Miami, Fla. 33130

20-Mar. 1. New England Boat Show. Boston. 300 Harrison Ave., Boston, Mass. 02106

20-Mar. 3. Nat'l Antiques Show. New York. 97 Duane St., New York, N.Y. 10007

21-22. Paint & Wallpaper Assn. of America Show. Los Angeles. 2101 S. Brentwood Blvd., St. Louis, Mo. 63144

21-23. New England Hardware-Housewares Show. Boston. 80 Main St., Reading, Mass. 01867

22-26. Dallas Trade Mart Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons, Dallas, Texas. 75207

24-28. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

March 1970

1-4. Int'l Toy & Trade Fair. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

1-4. Int'l Cycle Show. New York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

1-4. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio. 43701

1-4. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

1-4. American Toy Fair. New York. 200 Fifth Ave., New York, N.Y. 10010

1-5. American Road Builders Convention & Road Show. New York, 525 School St., S.W., Washington, D.C. 20024

1-5. Master Photo Dealers & Finishers Assn. Show—IPEX Int'l. Philadelphia. 603 Lansing Ave., Jackson, Mich. 49202

2-5. Nat'l Office Products Assn. Convention & Exbn. Las Vegas. 1151 K St., N.W., Washington, D.C. 20005

3-8. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

7-14. New England Home Show. Boston. Sherman Expositions Managements, 1300 Boylston St., Chestnut Hill, Mass. 02167

7-15. New York Int'l Sports & Camping Show. New York. 1755 Broadway #509, New York, N.Y. 10019

7-15. Int'l Flower Show. New York. Essex House (212), 158 W. 58th St., New York, N.Y. 10019

9-13. Western Metal & Tool Expo. (WESTEC), Los Angeles. 20501 Ford Rd., Dearborn, Mich. 48127

15-18. Nat'l Assn. of Bedding Mfgs. Annual Convention & Supply Show. Chicago. N.A.B.M. 724 Ninth St., N.W., Washington, D.C. 20001

15-20. Philadelphia Gift Show. Philadelphia. Robert I. Carman, Mgr. 220 Fifth Ave., New York, N.Y. 10001

23-26. Int'l Institute of Electric & Electronics Engineers Exbn. New York. 72 W. 45th St., New York, N.Y. 10036

23-26. Int'l Electrical Industry Show. Chicago. Charles Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

23-27. Int'l Converting Equipment Expo. —CONVERT '70. Chicago. The Show Co., 1605 Chauenga Blvd., Los Angeles, Calif. 90028

31-Apr. 5. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Texas. 78234

April 1970

3-5. Int'l Stamp Show. New York. Industrial Exhibitions Inc., 121 W. 45th St., New York, N.Y. 10036

4-12. Int'l Automobile Show. New York. Charles Snitow Org. Inc., 331 Madison Ave., New York, N.Y. 10017

6-10. Foundry Show & AFS Castings Congress Cleveland. Martin C. Dwyer, Exhibition Mgr., 400 N. Michigan Ave., Chicago, Ill. 60611

7-9. INTIMEX '70—Int'l Exhibition of Intimate Apparel Supplies & Equipment. New York. Millet Marketing Services, Inc., 30 E. 60th St., New York, N.Y. 10022

11-19. Chicago Nat'l Boat, Travel & Outdoor Show. Chicago. Guy W. Hughes & Assoc., Inc., 307 N. Michigan Ave., Chicago, Ill. 60602

13-17. SME Engineering Conference & Tool Expo. Detroit. 20501 Ford Rd., Dearborn, Mich. 48128

13-17. Federation of American Societies for Experimental Biology. Atlantic City. 9650 Rockville Pike, Bethesda, Md. 20014

14-17. Fifth Int'l Containerization Services and Equip. Expo. Chicago. Mack-Brooks Expositions, Inc. 121 Alleghany Ave., Baltimore, Md. 21204.

20-23. AMA Nat'l Packaging Expo. New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

24-May 1. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

27-30. Nat'l Plant Engineering & Maintenance Show. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

29-May 1. Int'l Truck, Trailer & Equipment Show. San Franci co. 1240 Bayshore Hwy., Burlingame, Calif. 94010

May 1970

4-7. New York Premium Show. New York. Arthur Tarshis Assoc. 161 Great Neck Rd., Great Neck, N.Y. 11021

11-14. American Mining Congress. Cleveland. 1102 Ring Bldg., N.W., Washington, D.C. 20006

11-14. Material Handling Institute Show. New Orleans. Shea Expositions Corp. Gateway Towers, Gateway Center, Pittsburgh, Pa. 15222

11-14. Design Engineering Show. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

12-14. Int'l Leather Goods Show. New

York. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017

17-20. Texas Hospital Assn. Convention & Technical Exhibit. Houston. 6225 U.S. Hwy. 290, E. Austin, Texas 78723

17-20. Int'l Office Expo. Washington, D.C. Maryland Rd., Willow Grove, Pa. 19090

18-22. Int'l Furniture Fair. New York. New Furniture Mart Assn., 205 Lexington Ave., New York, N.Y. 10016

19-21. Middle Atlantic Hospital Assembly Show. Atlantic City. Hwy. 206 Princeton, N.J. 08540

23-27. Nat'l Restaurant-Hotel-Motel Convention & Educational Expo. Chicago. Nat'l Restaurant Assn. 1530 Lake Shore Dr., Chicago, Ill. 60610

June 1970

2-4. Microwave Exposition. New York. Technical Industries Expos. Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

4-6. Footwear Management Conference & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

7-11. Confectionery Industries Expo. Washington, D.C. 36 S. Wabash, Chicago, Ill. 60603

10-13. Nat'l Independent Meat Packers Exbn., Convention & Suppliers Expo. Washington, D.C. 740 11th St., N.W., Washington, D.C. 20001

14-20. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611

15-18. Nat'l Industrial Equipment Expo. New York. Technical Industry Expos. Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

17-21. San Antonio Int'l Trade Fair. San Antonio. Suite 210, 118 Broadway, San Antonio, Texas. 78205

21-23. Nat'l Plumbing & Heating Expo. New Orleans. 1016 20th St., N.W., Washington, D.C. 20036

21-25. Nat'l Assn. of Retail Grocers Convention & Exhibit. San Francisco. 360 N. Michigan Ave., Chicago, Ill. 60601

26-29. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

28-July 1. Consumer Electronics Show. New York. Charles Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

28-July 1. Electronic Industry Meeting & Show. New York. Room 1702, 100 S. Wacker Dr., Chicago, Ill. 60606

July 1970

5-9. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

COMMERCIAL LIBRARIES, compiled by Commerce, aid overseas businessmen by providing information on other American companies and products of interest which are similar to the product line of U.S. exhibitions.

12-16. Int'l Powder Metallurgy Conference & Exhibit. New York. 201 E. 42nd St., New York, N.Y. 10017

13-17. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

19-22. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn., Inc., 631 Candler Bldg., Atlanta, Ga. 30303

21-23. Western Packaging Expo. San Francisco. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

26-29. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

26-Aug. 1. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

29-31. United States Int'l Aerospace Exposition, Milwaukee. 128th Wisconsin Air Nat'l Guard Bldg., 4840 S. Howell Ave., Milwaukee, Wis. 53207

August 1970

2-5. Memphis Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

11-13. AMA Education & Training Equipment Expo. New York. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10003

13-22. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

15-22. Erie County Fair. Hamburg, N.Y. Box 526, 5600 McKinley Pkway, Hamburg, N.Y. 14075

16-19. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio 43701

19-22. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

23-30. American Society of Agronomy. Tucson. 677 S. Segoe Rd., Madison, Wis. 53711

25-28. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

26-29. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

28-Sept. 7. Indiana State Fair. Indianapolis. State Fairgrounds, Indianapolis, Ind. 46205

29-Sept. 2. Nat'l Shoe Fair of America. Chicago. The New Yorker, 34th & 8th Ave., New York, N.Y. 10001

30-Sept. 2. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

30-Sept. 2. Nat'l Fancy Food & Confection Show. New York. Charles Snitow Org., 331 Madison Ave., New York, N.Y. 10017

September 1970

1-7. New York State Fair. Syracuse. New York State Govt., Dept. of Agriculture & Markets, Albany, New York. 12226

6-10. Dallas Trade Mart Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons, Dallas, Texas. 75207

10-13. Mountain States Mobile Home, Recreational Vehicle & Supply Show. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

11-20. Eastern States Expo. W. Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass. 01089

12-16. NAM Int'l Woodworking, Furni-

ture & Supply Fair. Louisville. 666 Lake Shore Dr., Chicago, Ill. 60611

14-17. American Hospital Assn. Show. Houston. 840 N. Lake Shore Dr., Chicago, Ill. 60611

15-18. Nat'l Chemical Expo. Chicago. 86 Randolph St., Chicago, Ill. 60601

19-23. Nat'l Tire Dealers & Retreaders Assn. Show. Atlantic City. 1343 L St., N.W., Washington, D.C. 20005

20-25. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y. 10001

21-Oct. 2. Machine Tool Expo. Chicago. Nat'l Machine Tool Builders Assn. 2139 Wisconsin Ave., N.W., Washington, D.C. 20007

22-Oct. 2. Production Engineering Show. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

24-Oct. 3. Southeastern Fair. Atlanta. P.O. Box 6826 Lakewood Station, Atlanta, Ga. 30315

26-Oct. 1. Public Works Congress & Equipment Show. Dallas. 1313 E. 60th St., Chicago, Ill. 60637

28-Oct. 1. Iron & Steel Expo. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

28-Oct. 1. Int'l Shipping, Containerization & Marine Engineering Expo. New York. 1601 W. Lafayette Blvd., Detroit, Mich. 48216

October 1970

6-8. American Society of Tool & Mfg. Engineers Expo. Boston. 20501 Ford Rd., Dearborn, Mich. 48127

6-11. Heart O'Texas Fair. Waco. P.O. Box 7581, Waco, Texas 76710

10-25. Texas Int'l Trade Fair. Dallas. State Fair of Texas, P.O. Box 26010, Dallas, Texas. 75221

12-15. Nat'l Hardware Show. New York. Charles Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

13-15. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

15-22. Direct Mail Advertising Assn. Show. Miami Beach. 230 Park Ave., New York, N.Y. 10013

18-21. American Meat Institute Convention & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

18-21. American Hardware Mfrs. Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

18-21. Produce Packaging Expo. Atlanta. P.O. Box 674, Newark, Del. 19711

18-22. Int'l Taxicab Show. San Francisco. 222 E. Wisconsin Ave., Lake Forest, Ill. 60045

19-22. Materials Engineering Expo. & Congress. Cleveland. Metals Park, Ohio. 44073

19-23. Southern Textile Expo. Greenville. Textile Hall Corp. Box 5823, Station B, Greenville, S.C. 29606

20-22. Food & Drug Packaging Show. Detroit. Shea Expositions Corp. 250 Gateway Towers, Pittsburgh, Pa. 15222

23-30. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

24-26. Nat'l Sporting Goods Assn. Show. San Francisco. 717 N. Michigan Ave., Chicago, Ill. 60611

24-26. Pan American Hospitality Expo. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132

25-28. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

26-29. Instrument-Automation Conference & Exbn. Philadelphia. Penn-Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

26-29. Int'l Poultry Industry Expo. Cincinnati. 410 N. Michigan Ave., Chicago, Ill. 60611

26-30. Business Equipment Expo. New York. Prestige Expositions, 18 E. 41st St., New York, N.Y. 10017

27-29. Point-of-Purchase Advertising Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017

28-31. Screen Process Printing. Chicago. 1145 19th St. N.W., Washington, D.C. 20036

November 1970

1-5. Food & Dairy Expo. '70. Houston. 1145 19th St., N.W., Washington, D.C. 20036

4-5. Marking Device Assn. Show. Chicago. 1611 Chicago Ave., Evanston, Ill. 60201

4-6. Northeast Electronics Research & Engineering Meeting & Show. Boston. Box 324 Waltham, Mass. 02154

6-8. New Orleans Int'l Marine Trades Expo. New Orleans. G & M Production, 1136 ITM Bldg., #2 Canal St., New Orleans, La. 70130

7-10. Nat'l Automatic Merchandising Show. Chicago. 7 S. Dearborn St., Chicago, Ill. 60603

9-12. Nat'l Hotel & Motor Hotel Expo. New York. 141 W. 51st St., New York, N.Y. 10019

9-12. Int'l Soft Drink Industry Expo. Philadelphia. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

11-15. Mountain States Winter Recreation & Vacation Show. Denver. Int'l Expositions, Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

14-18. Int'l Assn. of Clothing Designers Show. Cincinnati. 12 S. 12th St., Philadelphia, Pa. 19107

15-19. Atom Fair. Washington, D.C. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

16-19. Nat'l Die Casting Expo. & Congress. Cleveland. 1601 W. Lafayette St., Detroit, Mich. 48216

25-29. Int'l Photography & Travel Fair. New York. Charles Snitow Org., Inc., 331 Madison Ave., New York, N.Y. 10017

December 1970

5-7. Nat'l Electronics Conference & Exhibit. Chicago. 1211 W. 22nd St., Chicago, Ill. 60521

8-10. WESTEC/North—Western Metal & Tool Expo. & Conference. San Francisco. Metals Park, Ohio 44073

27-30. Exposition of Science & Industry. Chicago. 1515 Massachusetts Ave., N.W., Washington, D.C. 20005

January 1971

3-9. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Dr., Chicago, Ill. 60611

9-17. Philadelphia Sports, Camping, Vacation & Travel Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

11-15. Society of Automotive Engineers Automotive Engineering Congress & Expo. Detroit. 2 Penn Plaza, New York, N.Y. 10001

12-14. Microwave Exposition. Los Angeles. Technical Industries Expositions Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

16-20. Nat'l Automotive Dealers Equipment Exbn. San Francisco. 2000 K St., N.W., Washington, D.C. 20006

MULTI-COLORED STACK TRAYS attract attention in a recent show at the Osaka Minato Fair Grounds. EXPO '70, next world's fair, will be at Osaka.

17-21. Nat'l Assn. of Home Builders Convention & Show. Houston. 1625 L St., N.W., Washington, D.C. 20036

17-21. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

20-31. Nat'l Boat Show. New York. 537 Steamboat Rd., Greenwich, Conn. 06830

24-27. The Canners Show. Nat'l Exposition for Food Processors. Chicago. 7758 Wisconsin Ave., N.W., Washington, D.C. 20014

24-30. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

25-28. Int'l Heating & Air Conditioning Expo. Philadelphia. 200 Park Ave., New York, N.Y. 10010

29-Feb. 4. Hobby Industry Trade Show. Chicago. 200 Fifth Ave., New York, N.Y. 10010

31-Feb. 2. New Orleans Gift, Jewelry & Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

31-Feb. 4. Nat'l Sporting Goods Assn. Show. Chicago. 717 N. Michigan Ave., Chicago, Ill. 60611

February 1971

7-9. Memphis Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

9-11. Nat'l Electronic Packaging & Production Conference. Anaheim. Nat'l Expositions Co., 14 W. 40th St., New York, N.Y. 10018

20-22. New England Hardware-Housewares Show. Boston. 80 Main St., Reading, Mass. 01867

20-26. Nat'l Auto Accessories Expo. Chicago. 555 E. City Line Ave., Bala-Cynwyd, Pa.

22-24. Pulp & Paper Industry Exhibit. New York. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

March 1971

2-6. Specialty Advertising Assn. Show. Chicago. 740 N. Rush St., Chicago, Ill. 60611

3-6. Nat'l Office Products Assn. Convention & Exbn. Dallas. 1151 K St., N.W., Washington, D.C. 20005

6-9. Nat'l Assn. of Bedding Mfgs. Annual Convention & Supply Show. Chicago. NABM 724 9th St., N.W., Washington, D.C. 20001

10-21. Int'l Automotive Service Industries Show. Chicago. 28 E. Jackson Blvd., Chicago, Ill. 60604

15-18. Nat'l Plant Engineering & Maintenance Show. Cleveland. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

15-19. Western Metal & Tool Exposition (WESTEC). Los Angeles. 20501 Ford Rd., Dearborn, Mich. 48127

19-21. Int'l Stamp Show. New York. Industrial Exhibitions Inc., 121 W. 45th St., New York, N.Y. 10036

22-25. Int'l Institute of Electric & Electronics Engineers Exbn. New York. 72 W. 45th St., New York, N.Y. 10036

28-Apr. 1. Int'l Gas Turbine Conference & Products Show. Houston. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

31-Apr. 2. Int'l Truck, Trailer & Equipment Show. Anaheim. 1240 Bayshore Hwy., Burlingame, Calif. 94010

April 1971

1-3. Pacific Automotive Show. Portland, Ore. 714 W. Olympic St., Los Angeles, Calif. 90015

13-15. Progress in Electrical, Electronics Equipment Exbn. St. Louis. 1221 Locust St., St. Louis, Mo. 63103

13-18. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Texas. 78234

23-30. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

May 1971

3-7. Knitting Arts Exbn. Atlantic City. Robert T. Kenworthy, Inc. 866 U.N. Plaza, New York, N.Y. 10017

15-23. Int'l Petroleum Expo. Tulsa. 480 Lexington Ave., New York, N.Y. 10017

16-19. Texas Hospital Assn. Convention & Technical Exhibit. San Antonio. 6225 U.S. Highway 290 E. Austin, Texas. 78723

23-26. Int'l Office Exposition. Houston. Maryland Rd., Willow Grove, Pa. 19090

25-27. Middle Atlantic Hospital Assembly & Show. Atlantic City. Highway 2061, Princeton, N.J. 08540

June 1971

1-3. Microwave Exposition. New York. Technical Industries Expositions, Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

3-5. Footwear Management Conference & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

8-10. Nat'l Industrial Equipment Expo. New York. Technical Industries Inc., 34 W. Putnam Ave., Greenwich, Conn. 06830

9-12. Nat'l Independent Meat Packers Exbn. Convention & Suppliers Expo. Chicago. 740 11th St.,N.W., Washington, D.C. 20001

20-24. Nat'l Plumbing & Heating Expo. Boston. Nat'l Assn. of Plumbing Contractors, 1016 20th St., N.W., Washington, D.C. 20036

20-25. Confectionery Industries Expo. Chicago. 36 S. Wabash, Chicago, Ill. 60603

21-24. Nat'l Assn. of Retail Grocers Convention & Exhibit. Philadelphia. 360 N. Michigan Ave., Chicago, Ill. 60601

July 1971

11-15. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

25-28. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

25-31. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

28-30. United States Int'l Aerospace Exposition, Milwaukee. Wisconsin Air Nat'l Guard Bldg., 4840 S. Howell Ave., Milwaukee, Wisc. 53207.

August 1971

12-21. Kentucky State Fair. Louisville. P.O. Box 21179, Louisville, Ky. 40217

23-26. American Hospital Assn. Show. Chicago. 840 N. Lake Shore Dr., Chicago, Ill. 60611

24-27 Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

27-Sept. 6. Indiana State Fair. Indianapolis. State Fairgrounds, Indianapolis, Ind. 46205

28-Sept 1. Nat'l Shoe Fair of America. Chicago. The New Yorker, 34th & 8th Ave., New York, N.Y. 10001

31-Sept. 6. New York State Fair. Syracuse. New York State Government, Dept. of Agriculture & Markets, Albany, N.Y.

September 1971

10-19. Eastern States Expo. W. Springfield. P.O. Box 191, 1305 Memorial Ave., West Springfield, Mass. 01089

11-15. Nat'l Tire Dealers & Retreaders Assn. Show. Cincinnati. 1343 L St., N.W., Washington, D.C. 20005

12-16. Public Works Congress & Equipment Show. Philadelphia, 1313 E. 60th St., Chicago, Ill. 60637

14-16. WESTEC-North (Western Metal & Tool Expo. & Conference). San Francisco. 20501 Ford Rd., Dearborn, Mich. 48128

22-26. Direct Mail Advertising Assn. Show. San Francisco. 230 Park Ave., New York, N.Y. 10013

26-30 Packaging-Converting Machinery Show. Atlantic City. 2000 K St., N.W., Washington, D.C. 20006

October 1971

4-6. Nat'l Electronics Conference & Exhibit. Chicago. 1211 W. 22nd St., Chicago, Ill. 60521

4-7. Instrument-Automation Conference & Exbn. Chicago. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

10-13. American Meat Institute Convention & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

12-14. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

16-19. Nat'l Automatic Merchandising Show. Chicago. 7 S. Dearborn St., Chicago, Ill. 60603

17-20. Produce Packaging Expo. Chicago. P.O. Box 674, Newark, Delaware 19711

17-21. Atom Fair. Miami Beach. Nat'l Expositions Co., Inc., 14 W. 40th St., New York, N.Y. 10018

18-20. Materials Engineering Expo. & Congress. Detroit. American Society for Metals, Metals Park, Ohio. 44073

22-24. Nat'l Sporting Goods Assn. Show. Anaheim. 717 N. Michigan Ave., Chicago, Ill. 60611

22-29. Southern Furniture Market Show. High Point. P.O. Box 828, High Point, N.C. 27261

24-28. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

26-29. Int'l Brewing Industries Expo. Cleveland. 1849 W. 24th St., Cleveland, Ohio 44113

29-31. New Orleans Int'l Marine Trades Expo. New Orleans. G & M Productions, 1136 ITM Bldg., #2 Canal St., New Orleans, La. 70130

31-Nov. 5. Nat'l Plastics Expo. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

November 1971

3-5. Northeast Electronics Research & Engineering Meeting & Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass. 02154

8-11. Int'l Soft Drink Industry Expo. Dallas. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

8-11. Nat'l Hotel & Motor Hotel Expo. New York. 141 W. 51st St., New York, N.Y. 10019

14-18. Int'l Assn. of Clothing Designers Show. Boston. 12 S. 12th St., Philadelphia, Pa. 19107

29-Dec. 3. Exposition of Chemical Industries. New York. Pan Am Bldg., 200 Park Ave., New York, N.Y. 10017

December 1971

27-30. Exposition of Science & Industry. Philadelphia. 1515 Massachusetts Ave., N.W., Washington, D.C. 20005

January 1972

16-19. The Canners Show—Nat'l Exposition for Food Processors. Miami Beach. 7758 Wisconsin Ave., N.W., Washington, D.C. 20014

30-Feb. 1. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

March 1972

22-26. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Texas. 78234

26-30. Int'l Gas Turbine Conference & Products Show. San Francisco. P.O. Box 188, Ho-Ho-Kus, New Jersey 07423

April 1972

24-28. SME Engineering Conference & Tool Expo. Chicago. 20501 Ford Rd., Dearborn, Mich. 48128

July 1972

30-Aug. 2. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

October 1972

1-5. Food & Dairy Processing Expo. Atlantic City. Dairy & Food Industries Supply Assn., 1145 19th St., N.W., Washington, D.C. 20036

November 1972

3-5. New Orleans Int'l Marine Trades Expo. New Orleans. G & M Productions, 1136 ITM Bldg., #2 Canal St., New Orleans, La. 70130

January 1973

28-30. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

March 1973

27-Apr. 3. Int'l Sports, Camping, Vacation Show. New Orleans. Double "C" Productions, 201 E. Rische St., San Antonio, Texas. 78234

May 1973

7-11. SME Engineering Conference & Tool Expo. Detroit. 20501 Ford Rd., Dearborn, Mich. 48128

August 1973

5-8. New Orleans Gift, Jewelry, Decorative Show. New Orleans. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

October 1973

19-21. New Orleans Marine Trades Expo. New Orleans. G & M Productions, 1136 ITM Bldg., #2 Canal St., New Orleans, La. 70130

EXHIBITIONS ARE SCHEDULED in 73 nations around the world: many are open for national exhibitors only, and others are open for manufacturers and suppliers from other countries. Pictured below is a scene from a U.S. Trade Center show. This magazine lists Trade Center shows in its first issue each month.

USSR

For information: USSR Chamber of Commerce, Dept. of Foreign Exbn., 6 Kuibyshev St., Moscow K-3, USSR.

Leningrad

Apr. 7-18. STEKLOKERAMIKA — Equip. for Glass & Brick Plants & the Ceramic Industry.

Moscow

Jan. 20-31. MEBEL'INDUSTRIYA — Machines & Equip. for the Furniture Industry.

Jan. 20-31. ELEKTRONMASH—Special Tech. & Control-Measuring Equip. for the Production & Control of Electronics & Microelectronic integrated circuits.

June 2-16. Exbn. for Modern Equip. & Tech'l Proc. in the Light Industry.

June 9-13. INTERGAZ—11th Int'l Gas Congress & Exbn.

July 14-24. YUVELIRMASH—Specialized Equip. for Jewelers.

Sept. 10-24. Int'l Chemistry in Industrial Construction & Agricultural Exbn.

Oct. 26-Nov. 4. "POCHTA"—Equip. for Mechanization & Automatization of the Postal Machinery.

May-June 1973. AUTOSERVICE-73—Methods of Organization & Equip. for Tech. Service & Repair of Automobiles.

Aug.-Sept. 1973. Machines, Equip. & Appliances for Timber & Woodworking Industry.

May-June 1974. Health Service, Medical Equip. & Medicinal Preparations.

Aug.-Sept. 1974. Chemistry Exbn.

May-June 1975. Communication Service & Equip.

July-Aug. 1975. Fishing Exbn.

Aug.-Sept. 1975. Equip. & Appliances for Mech. of Designing, Tech. & Office Work.

Uruguay

Montevideo

Feb. 10-Mar. 31. 2nd Industrial Fair. Hotel Victoria Plaza, Plaza Independencia 759.

Yugoslavia

Belgrade

Sept. 13-18, Balkan Medical Union Exbn.

September. 15th Int'l Book Fair.

Ljubljana

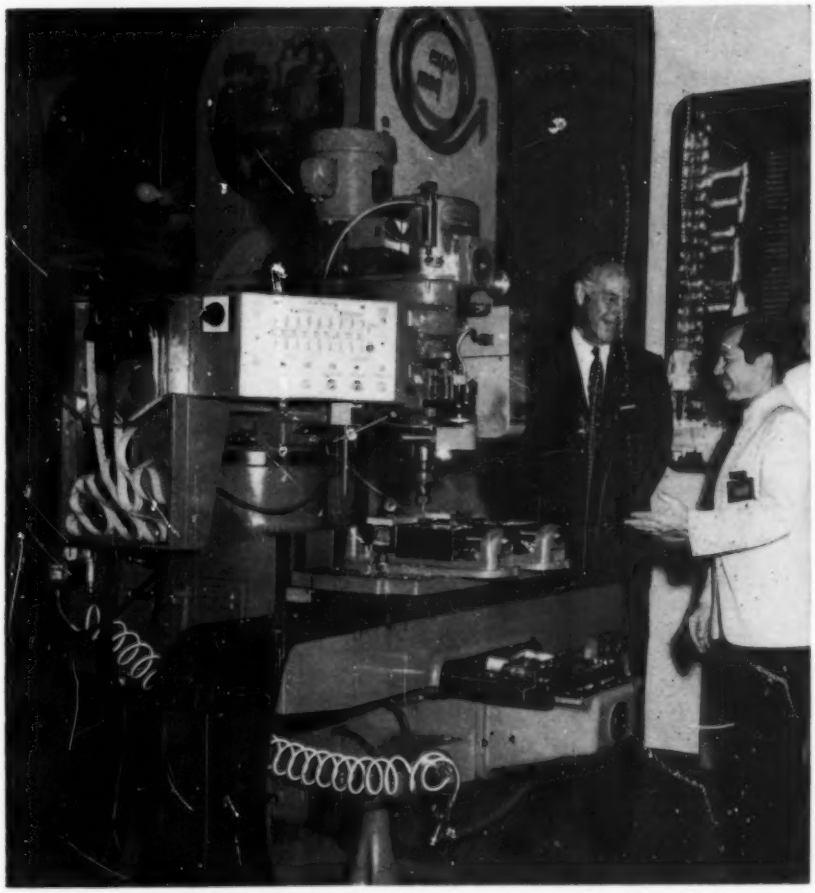
Jan. 9-18. Ready-Made Dresses, Fabrics. Leather Footwear & Footwear Goods.

Apr. 8-12. Int'l Welding Exbn.

May 9-17. Int'l Fair of Border Commerce.

May 25-27. Clothing Industries Exbn.

June 6-14. Int'l Timber Exbn.



U.S. DEPARTMENT OF COMMERCE sponsored exhibitions are staged by the Bureau of International Commerce. At EXPO-MAQ, a September promotion in Mexico City, the Bureau's Director, Harold B. Scott, toured the show and is discussing the exhibition with a Moog, Inc. representative.

Aug. 29-Sept. 6. Int'l Wines, Spirits, Fruit Juices & Equip. Fair.

Aug. 29-Sept. 6. Hotel-Keeping & Tourist Equip. Fair.

Sept. 18-23. Blossom & Fruit Trade Fair.

Oct. 6-11. Int'l Electronics Fair.

Novi Sad

May 8-18. Int'l Agricultural Fair.

Zagreb

Mar. 2-7. Int'l Welding Exbn. & Congress. Association of Welding Societies of S.F.R. Zagreb Fair Grounds.

Apr. 18-26. Int'l Spring Fair. Aleja Borisa Kidrica.

May 25-31. 19th Int'l Leather, Rubber & Footwear Week. Society of Leather Mfrs. & Shoe-Makers. Zagreb Fair Grounds.

Sept. 10-20. Int'l Fall Fair. Aleja Borisa Kidrica.

Oct. 19-25. INTERGRAFIKA—Int'l Press & Paper Fair. Zagreb Fair Grounds.

Nov. 16-22. INTERBIRO—2nd Int'l Office Mach. & Equip. Exbn. & Symposiums. Zagreb Fairgrounds.

Dec. 16-29. "The Zagreb New Year's Fair." Consumer Goods, Novelties, Children's Articles, Fashion Shows, etc. Zagreb Fair Grounds.

Zambia

Kitwe

May 30-June 1. Copperbelt Agricultural Show.

Lusaka

Aug. 6-9. Zambia Agricultural Show. General. Produce, Agricultural Machinery, Implements, Motor Vehicles, etc. P.O. Box 333.

Ndola

July 3-7. Zambia Trade Fair. Commerce, Industry, Mines, Consumer Goods, and related items.

WITH MORE THAN 1,250 major trade fairs and international exhibitions planned around the world, American manufacturers will have several opportunities to promote their products in foreign markets. Above, Eastman Kodak Co. mounts a display in a Tokyo exhibition.

A Cross-Reference Listing of Specialty Fairs

The following list repeats some of the fairs included in the foregoing schedule. These are events which have one distinctive major product line for display. Readers will find additional details by referring to the main list which gives the international fairs by country and city, and the domestic fairs by date.

Advertising

Chicago, ILLINOIS—Feb. 24-28, 1970; Aug. 19-22, 1970; Mar. 2-6, 1971; Miami Beach, FLORIDA—Oct. 15-22, 1970; New York, NEW YORK—May 4-7, 1970; Oct. 27-29, 1970; San Francisco, CALIFORNIA—Aug. 22-26, 1971.

Agricultural, Forestry, Dairy & Related Machinery

Buenos Aires, Palermo, ARGENTINA; Brisbane, Sydney, AUSTRALIA; Klagenfurt, Wels, AUSTRIA; Brussels, BELGIUM; Montreal, CANADA; Prague, CZECHOSLOVAKIA; Turku, FINLAND; Paris, FRANCE; Cologne, Stuttgart, GERMANY; Bombay, INDIA; Dublin, IRELAND; Tel Aviv, ISRAEL; Naples, Verona, ITALY; Kingston, JAMAICA; Nairobi, KENYA; Lourenco Marques, MOZAMBIQUE; Amsterdam, Zuidlaren, NETHERLANDS; Hamilton, Hastings, NEW ZEALAND; Managua, NICARAGUA; Oslo, NORWAY; Santaren, PORTUGAL; Bucharest, ROMANIA; Pietermaritzburg, SOUTH AFRICA; Zaragoza, SPAIN; Jonkoping, SWEDEN; Basel, St. Gallen, SWITZERLAND; London, UNITED KINGDOM; Novi Sad, YUGOSLAVIA; Harrisburg, PENNSYLVANIA—Jan. 12-16, 1970; Tucson, ARIZONA—Aug. 23-30, 1970.

Audio-Visual

Toronto, CANADA; Bordeaux, Metz, Paris, FRANCE; Cologne, GERMANY; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Zurich, SWITZERLAND.

Automation, Instrumentation

Melbourne, Perth, AUSTRALIA; Brussels, BELGIUM; Ostrava, CZECHOSLOVAKIA; Paris, FRANCE; Duesseldorf, GERMANY; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Stockholm, SWEDEN; London, UNITED KINGDOM; Chicago, ILLINOIS—Nov. 7-10, 1970; Oct. 16-19, 1971.

Automotive, Motorcycle, Cycle

Melbourne, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Hamburg, GERMANY; Turin, ITALY; Amsterdam, NETHERLANDS; Barcelona, SPAIN; Malmo, Stockholm, SWEDEN; Geneva, Zurich, SWITZERLAND; London, UNITED KINGDOM; Moscow, USSR; Anaheim, CALIFORNIA—Mar. 31-Apr. 2, 1971; Atlantic City, NEW JERSEY—Sept. 19-23, 1970; Chicago, ILLINOIS—Feb. 20-26, 1971; Mar. 10-21, 1971; Cincinnati, OHIO—Sept. 11-15, 1971; Detroit, MICHIGAN—Jan. 12-16, 1970; Jan. 11-15, 1971; Portland, OREGON—Apr. 1-3, 1971; Los Angeles, CALIFORNIA—Jan. 28-30, 1970; Miami Beach, FLORIDA—Jan. 17-21, 1970; New York, NEW YORK—Feb. 8-12, 1970; Apr. 4-12, 1970; San Francisco, CALIFORNIA—Apr. 29-May 1, 1970; Oct. 18-22, 1970; Jan. 16-20, 1971.

Aviation

Paris, FRANCE; Hanover, GERMANY; Biggin Hill, Farnborough, UNITED KINGDOM; Milwaukee, WISCONSIN—July 29-31, 1970; July 28-30, 1971.

Beverages

Paris, FRANCE; Munich, GERMANY; Genoa, Naples, ITALY; Ljubljana, YUGOSLAVIA; Cleveland, OHIO—Oct. 26-29, 1971; Dallas, TEXAS—Nov. 8-11, 1971; Philadelphia, PENNSYLVANIA—Nov. 9-12, 1970.

Boats, Boating, Maritime

Melbourne, AUSTRALIA; Copenhagen, DENMARK; Helsinki, FINLAND; Berlin, Essen, GERMANY; Genoa, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Bergen, Kristiansund, Oslo, NORWAY; Lisbon, PORTUGAL; Barcelona, SPAIN; Goteborg, Malmo, Stockholm, SWEDEN; Lucerne, Zurich, SWITZERLAND; Birmingham, London, UNITED KINGDOM; Boston, MASSACHUSETTS—Feb. 20-Mar. 1, 1970; Chicago, ILLINOIS—Apr. 11-19, 1970; Cleveland, OHIO—Jan. 16-25, 1970; Denver, COLORADO—Mar. 3-8, 1970; Miami Beach, FLORIDA—Feb. 20-25, 1970; New Orleans, LOUISIANA—Nov. 6-8, 1970; Oct. 29-31, 1971; Nov. 3-5, 1972; Oct. 19-21, 1973; New York, NEW YORK—Sept. 28-Oct. 1, 1970; Jan. 20-31, 1971; Phila-

delphia, PENNSYLVANIA—Feb. 14-22, 1970; San Francisco, CALIFORNIA—Jan. 31-Feb. 9, 1970; Wichita, KANSAS—Feb. 18-22, 1970.

Building & Construction

Buenos Aires, ARGENTINA; Melbourne, Sydney, AUSTRALIA; Ried, AUSTRIA; Montreal, CANADA; Copenhagen, DENMARK; Grenoble, FRANCE; Essen, Hanover, Munich, GERMANY; Bologna, ITALY; Valkenburg, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Halsingborg, Malmo, SWEDEN; Basel, SWITZERLAND; Glasgow, UNITED KINGDOM; Moscow, USSR; Chicago, ILLINOIS—Jan. 26-29, 1970; Dallas, TEXAS—Sept. 26-Oct. 1, 1970; Houston, TEXAS—Jan. 17-21, 1971; New York, NEW YORK—Mar. 1-5, 1970; Philadelphia, PENNSYLVANIA—Sept. 12-16, 1971.

Camping, Sporting, Fishing

Montreal, CANADA; Copenhagen, DENMARK; Essen, GERMANY; Milan, ITALY; Amsterdam, Rotterdam, NETHERLANDS; Lima, PERU; Moscow, USSR; Miami, FLORIDA—Jan. 28-Feb. 1, 1970.

Clothing, Textiles & Machinery

Melbourne, AUSTRALIA; Vienna, AUSTRIA; Brussels, BELGIUM; Copenhagen, DENMARK; Cologne, Frankfurt, GERMANY; Milan, ITALY; Amsterdam, Rotterdam, Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, Valencia, SPAIN; Harrogate, London, UNITED KINGDOM; Ljubljana, YUGOSLAVIA; Boston, MASSACHUSETTS—Nov. 14-18, 1971; Cincinnati, OHIO—Nov. 14-18, 1970; Greenville, SOUTH CAROLINA—Oct. 19-23, 1970; New York, NEW YORK—April 7-9, 1970; Oct. 25-28, 1970; Oct. 24-28, 1971.

Education & Training

New York, NEW YORK—Aug. 11-13, 1970.

Data Processing Equipment

Tokyo, JAPAN; Mexico City, MEXICO; Amsterdam, NETHERLANDS; Oslo, NORWAY; London, Uxbridge, UNITED KINGDOM.

Electrical, Electronics

Melbourne, Sydney, AUSTRALIA; Munich, GERMANY; Milan, Naples, ITALY; Tokyo, JAPAN; Nairobi, KENYA; Amsterdam, NETHERLANDS; Lima, PERU; Johannesburg, SOUTH AFRICA; Basel, SWITZERLAND; Brighton, Harrogate, London, UNITED KINGDOM; Moscow, USSR; Boston, MASSACHUSETTS—Nov. 4-6, 1970; Nov. 3-5, 1971; Chicago, ILLINOIS—Mar. 23-26, 1970; Dec. 5-7, 1970; Oct. 4-6, 1971; Oct. 4-7 1971; Los Angeles, CALIFORNIA—Aug. 25-28, 1970; New York, NEW YORK—Mar. 23-26, 1970; June 28-July 1, 1970; Feb. 22-25, 1971; Philadelphia, PENNSYLVANIA—Oct. 26-29, 1970; San Francisco, CALIFORNIA—Aug. 24-27, 1971; St. Louis, MISSOURI, Apr. 13-15, 1971.

Engineering

Melbourne, Perth, Sydney, AUSTRALIA; Brussels, BELGIUM; Frankfurt, GERMANY; Osaka, JAPAN; Kuala Lumpur, MALAYSIA; Amsterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Malmo, SWEDEN; Zurich, SWITZERLAND; Birmingham, Brighton, Glasgow, London, UNITED KINGDOM; Chicago, ILLINOIS—Apr. 27-30, 1970; May 11-14, 1970; Sept. 22-Oct. 2, 1970; Apr. 24-28, 1972; Cleveland, OHIO—Oct. 19-22, 1970; Mar. 15-18, 1971; Detroit, MICHIGAN—Apr. 13-17, 1970; Oct. 18-20, 1971; May 7-11, 1973; Philadelphia, PENNSYLVANIA—Apr. 26-30, 1971.

Food Products & Equipment

Paris, FRANCE; Munich, GERMANY; Bologna, ITALY; Amsterdam, Utrecht, NETHERLANDS; Christ Church, NEW ZEALAND; Murcia, SPAIN; Zurich, SWITZERLAND; London, Manchester, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 1-5, 1972; Chicago, ILLINOIS—May 23-27, 1970; Oct. 18-21, 1970; Jan. 24-27, 1971; June 9-12, 1971; June 20-25, 1971; Oct. 10-13, 1971; Cincinnati, OHIO—Oct. 26-29, 1970; Houston, TEXAS—Nov. 1-5, 1970; Miami Beach, FLORIDA—Jan. 11-14, 1970; Jan. 16-19, 1972; New York, NEW YORK—Aug. 30-Sept. 2, 1970; Philadelphia, PENNSYLVANIA—June 21-24, 1971; San Francisco, CALIFORNIA—June 21-25, 1970; Washington, D.C.—Jan. 18-21, 1970; June 7-11, 1970; June 10-13, 1970.

Gifts, Jewelry, Novelties

Sydney, AUSTRALIA; Rangoon, BURMA; Montreal, Vancouver, CANADA; Paris, FRANCE; Bologna, Naples, Vicenza, ITALY; Utrecht, NETHERLANDS; Valencia, SPAIN; Stockholm, SWEDEN; Blackpool, London, UNITED KINGDOM; Atlanta, GEORGIA—Jan. 18-21, 1970; July 19-22, 1970; Atlantic City NEW JERSEY—Jan. 4-8, 1970; Dallas, TEXAS—Feb. 22-26, 1970; Sept. 6-10, 1970; Denver, COLORADO—Mar. 1-4, 1970; Aug. 30-Sept. 2, 1970; Detroit, MICHIGAN—Mar. 1-4, 1970; Aug. 16-19, 1970; Los Angeles, CALIFORNIA—Jan. 18-24, 1970; July 26-Aug. 1, 1970; Jan. 24-30, 1971; Memphis, TENNESSEE—Feb. 8-10, 1970; Aug. 2-5, 1970; Feb. 7-9, 1971; New Orleans, LOUISIANA—Feb. 1-3, 1970; June 26-29, 1970; July 26-29, 1970; Aug. 26-29, 1970; Jan. 31-Feb. 2, 1971; July 25-28, 1971; Jan. 30-Feb. 1, 1972; July 30-Aug. 2, 1972; July 30-Aug. 2, 1972; Aug. 5-8, 1973; New York, NEW YORK—Feb. 2-5, 1970; Philadelphia, PENNSYLVANIA—Mar. 15-20, 1970; Sept. 20-25, 1970.

Hardware

Vienna, AUSTRIA; Brussels, BELGIUM; Lyon, FRANCE; Cologne, GERMANY; Manchester, UNITED KINGDOM; Atlantic City, NEW JERSEY—Oct. 18-21, 1970; Boston, MASSACHUSETTS—Feb. 21-23, 1970; Feb. 20-22, 1971; New York, NEW YORK—Oct. 12-15, 1970.

Heating, Plumbing, Air Conditioning

Melbourne, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Stuttgart, GERMANY; Milan, ITALY; Tokyo, JAPAN; Johannesburg,

AT INTERNATIONAL EXHIBITIONS at which Commerce does not officially participate, individual companies often mount displays either from U.S. points or through their agents or distributors overseas.

SOUTH AFRICA; Zurich, SWITZERLAND; London, UNITED KINGDOM; Boston, MASSACHUSETTS—June 20-24, 1971; Cleveland, OHIO—Feb. 9-12, 1970; New Orleans, LOUISIANA—June 21-23, 1970; Philadelphia, PENNSYLVANIA—Jan. 25-28, 1971.

Hobbies

Herning, Nykobing, DENMARK; Utrecht, NETHERLANDS; Malmo, SWEDEN; Chicago, ILLINOIS—Jan. 30-Feb. 5, 1970; Jan. 29-Feb. 4, 1971; New York, NEW YORK—Feb. 20-Mar. 3, 1970; Apr. 3-5, 1970; Mar. 19-21, 1971.

Home, Furnishings, Small Appliances

Melbourne, Perth, AUSTRALIA; Ried, Vienna, AUSTRIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Milan, Naples, Turin, ITALY; Beirut, LEBANON; Amsterdam, The Hague, Rotterdam, Utrecht, NETHERLANDS; Oslo, NORWAY; Lima, PERU; Johannesburg, SOUTH AFRICA; Valencia, Yecla, SPAIN; Goteborg, Malmo, Stockholm, SWEDEN; Geneva, SWITZERLAND; Birmingham, London, UNITED KINGDOM; Boston, MASSACHUSETTS—Mar. 7-14, 1970; Chicago, ILLINOIS—Jan. 4-10, 1970; Jan. 12-16, 1970; Mar. 15-18, 1970; June 14-20, 1970; July 13-17, 1970; Jan. 3-9, 1971; Mar. 6-9, 1971; Denver, COLORADO—Sept. 10-13, 1970; High Point, NORTH CAROLINA—Jan. 17-21, 1970; Apr. 24-May 1, 1970; July 5-9, 1970; Oct. 23-30, 1970; Jan. 17-21, 1971; Apr. 23-30, 1971; July 11-15, 1971; Oct. 22-29, 1971; Houston, TEXAS—Jan. 18-22, 1970; Louisville, KENTUCKY—Sept. 12-16, 1970; New York, NEW YORK—May 18-22, 1970.

Hotel, Restaurant, Catering

Melbourne, Sydney, AUSTRALIA; Nassau, BAHAMA ISLANDS; Brussels, BELGIUM; Berlin, Durkheim, GERMANY; Genoa, Naples, ITALY; Amsterdam, Valkenburg, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Goteborg, Malmo, SWEDEN; Basel, SWITZERLAND; London, UNITED KINGDOM; Ljubljana, YUGOSLAVIA; New York, NEW YORK—Nov. 9-12, 1970; Nov. 8-11, 1971.

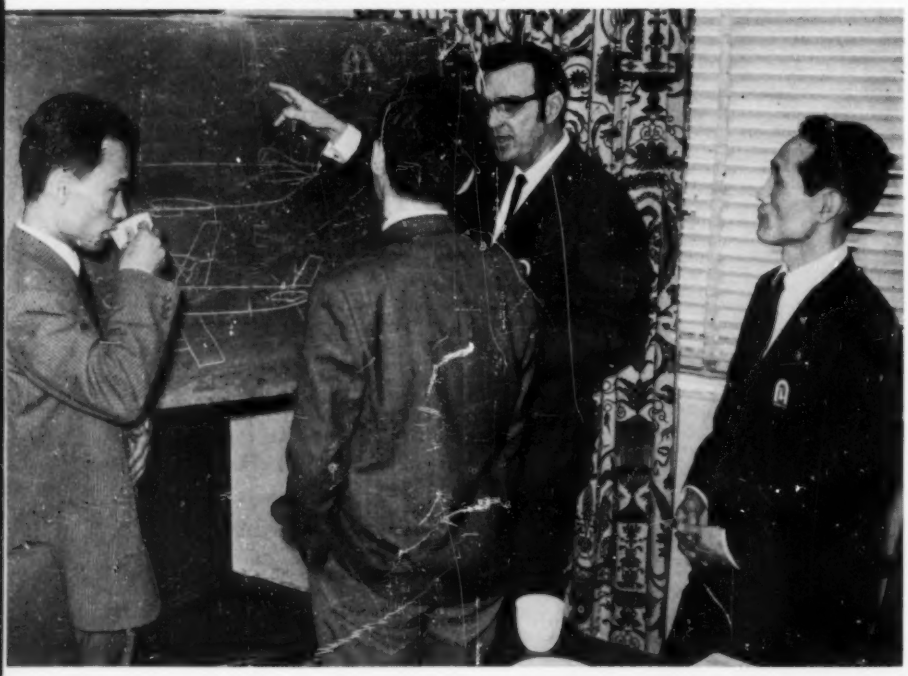
Industrial

Luanda, ANGOLA; Buenos Aires, ARGENTINA; Brisbane, Perth, AUSTRALIA; Lourenco Marques, MOZAMBIQUE; Christ Church, NEW ZEALAND; Managua, NICARAGUA; Barcelona, SPAIN; Jonkoping, SWEDEN; Basel, SWITZERLAND; Taipei, TAIWAN; London, UNITED KINGDOM; Denver, COLORADO—Oct. 13-15, 1970; Oct. 12-14, 1971; New York, NEW YORK—June 15-18, 1970; June 8-10, 1971; San Antonio, TEXAS—June 17-21, 1970.

Laundry, Dry Cleaning

Toronto, CANADA; Paris, FRANCE.

EXHIBIT FLOOR DISCUSSIONS aid the prospective client and the manufacturer to investigate the needs of the purchaser and to arrange sale terms and delivery dates.



Leather, Leather Goods

Brussels, BELGIUM; Paris, FRANCE; Offenbach, GERMANY; Athens, GREECE; Bologna, Milan, Vigevano, ITALY; Utrecht, NETHERLANDS; London, UNITED KINGDOM; Zagreb, YUGOSLAVIA; Atlantic City, NEW JERSEY—June 4-6, 1970; June 3-5, 1971; June 8-10, 1972; Chicago, ILLINOIS—Aug. 29-Sept. 2, 1970; Aug. 28-Sept. 1, 1971; New York, NEW YORK—May 12-14, 1970.

Machinery, Machine Tools

Melbourne, Perth, Sydney, AUSTRALIA; Hanover, GERMANY; Tehran, IRAN; Milan, Verona, ITALY; Nagoya, Osaka, JAPAN; Christ Church, NEW ZEALAND; Oslo, NORWAY; Oporto, PORTUGAL; Goteborg, SWEDEN; Basel, SWITZERLAND; London, UNITED KINGDOM; Atlantic City, NEW JERSEY—Sept. 26-30, 1971; May 3-7, 1971; Boston, MASSACHUSETTS—Oct. 6-8, 1970; Chicago, ILLINOIS—Mar. 23-27, 1970; Sept. 21-Oct. 2, 1970; Houston, TEXAS—Mar. 28-Apr. 1, 1971; Louisville, KENTUCKY—Sept. 12-16, 1970; New Orleans, LOUISIANA—May 11-14, 1970; San Francisco, CALIFORNIA—Mar. 26-30, 1972.

Medical, Chemical, Pharmaceutical

Tirana, ALBANIA; Sydney, AUSTRALIA; Vienna, AUSTRIA; Brussels, BELGIUM; Prague, CZECHOSLOVAKIA; Copenhagen, DENMARK; Paris, FRANCE; Berlin, GERMANY; Genoa, Milan, ITALY; Mexico City, MEXICO; Amsterdam, The Hague, NETHERLANDS; Warsaw, POLAND; Johannesburg, SOUTH AFRICA; Goteborg, Stockholm, SWEDEN; Basel, Zurich, SWITZERLAND; London, UNITED KINGDOM; Moscow, USSR; Belgrade, YUGOSLAVIA; Atlantic City, NEW JERSEY—Apr. 13-17, 1970; May 19-21, 1970; May 25-27, 1971; Chicago, ILLINOIS—Sept. 15-18, 1970; Aug. 23-26, 1971; Houston, TEXAS—May 17-20, 1970; Sept. 14-17, 1970; New York, NEW YORK—June 1-3, 1971; Nov. 29-Dec. 3, 1971; San Antonio, TEXAS—May 16-19, 1971.

Metals & Tools

Paris, FRANCE; Basel, SWITZERLAND; London, UNITED KINGDOM; Cleveland, OHIO—Apr. 6-10, 1970; Sept. 28-Oct. 1, 1970; Nov. 16-19, 1970; Los Angeles, CALIFORNIA—Mar. 9-13, 1970; Mar. 15-19, 1971; New York, NEW YORK—July 12-16, 1970; San Francisco, CALIFORNIA—Dec. 8-10, 1970; Sept. 14-16, 1971; Tulsa, OKLAHOMA—May 15-23, 1971.

Minerals & Mining

Cleveland, OHIO—May 11-14, 1970.

Office Machines & Equipment

Adelaide, AUSTRALIA; Sao Paulo, BRAZIL; Prague, CZECHOSLOVAKIA; Helsinki, FINLAND; Stuttgart, GERMANY; Milan, ITALY; Nairobi, KENYA; Amsterdam, NETHERLANDS; Oslo, NORWAY; Malmo, SWEDEN; Zagreb, YUGOSLAVIA; Dallas, TEXAS—Mar. 3-6, 1971; Houston, TEXAS—May 23-26, 1971; Las Vegas, NEVADA—Mar. 2-5, 1970; New York, NEW YORK—Oct. 26-30, 1970; Washington, D.C.—May 17-20, 1970.

Packaging, Printing, Materials Handling

Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Copenhagen, DENMARK; Paris, FRANCE; Dublin, IRELAND; Genoa, ITALY; Tokyo, JAPAN; Mexico City, MEXICO; Rotterdam, Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Barcelona, SPAIN; Goteborg, SWEDEN; Basel, SWITZERLAND; Glasgow, London, UNITED KINGDOM; Zagreb, YUGOSLAVIA; Anaheim, CALIFORNIA—Feb. 10-12, 1970; Feb. 9-11, 1971; Atlanta, GEORGIA—Oct. 18-21, 1971; Chicago, ILLINOIS—Oct. 17-20, 1971; New York, NEW YORK—Apr. 20-23, 1970; San Francisco, CALIFORNIA—July 21-23, 1970.

Paint & Wallpaper

Los Angeles, CALIFORNIA—Feb. 21-22, 1970.

Paper

New York, NEW YORK—Feb. 16-18, 1970; Feb. 22-24, 1971.

Photography

Cologne, GERMANY; Utrecht, NETHERLANDS; Manchester, UNITED KINGDOM; New York, NEW YORK—Nov. 25-29, 1970; Philadelphia, PENNSYLVANIA—Mar. 1-5, 1970.

Plastics

Oyonnax, Paris, FRANCE; Duesseldorf, GERMANY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; London, UNITED KINGDOM; New York, NEW YORK—Oct. 31-Nov. 5, 1971.

Science

Chicago, ILLINOIS—Dec. 27-30, 1970; Miami Beach, FLORIDA—Oct. 17-21, 1971; Philadelphia, PENNSYLVANIA—Dec. 27-30, 1971; New York, NEW YORK—June 2-4, 1970; Washington, D.C.—Nov. 15-19, 1970.

Sports, Sporting Goods, Recreation

Vienna, AUSTRIA; Brussels, BELGIUM; Copenhagen, DENMARK; Cologne, GERMANY; Milan, ITALY; Utrecht, NETHERLANDS; Barcelona, SPAIN; Lausanne, Zurich, SWITZERLAND; Glasgow, UNITED KINGDOM; Anaheim, CALIFORNIA—Jan. 29-Feb. 1, 1970; Chicago, ILLINOIS—Feb. 1-5, 1970; Denver, COLORADO—Jan. 21-25, 1970; Nov. 11-15, 1970; New Orleans, LOUISIANA—Jan. 31-Feb. 4, 1971; Mar. 31-Apr. 5, 1970; Apr. 13-18, 1971; Mar. 22-26, 1972; Mar. 27-Apr. 3, 1973; New York, NEW YORK—Jan. 21-Feb. 1, 1970; Mar. 1-4, 1970; Mar. 7-15, 1970; Philadelphia, PENNSYLVANIA—Jan. 17-25, 1970; Jan. 9-17, 1971.

Toys

Brussels, BELGIUM; Montreal, CANADA; Nuremberg, GERMANY; Milan, Naples, ITALY; Tokyo, JAPAN; Valencia, SPAIN; Lausanne, SWITZERLAND; Brighton, Harrogate, UNITED KINGDOM; New York, NEW YORK—Mar. 1-4, 1970.

SAILING DOWN THE RHINE RIVER in the first U.S. floating exhibition was the M.S. Loreley. The show participants projected expected sales at about $5 million.

BUSINESSMEN HUDDLE AT ENTRANCE to U.S. exhibit at Amsterdam's Europort '69, where U.S. firms made best showing on record for exhibitions in Netherlands.

Europort yields top sales

Most successful U.S. show in Netherlands has firms expecting $17 million in orders

The most successful U.S. exhibition undertaken in the Netherlands, Europort '69, had 45 American exhibitors predicting $11.9 million in sales for the first post-show year, and anticipating an additional $6 million over the following two to three years.

Confirmed floor orders for the Nov. 11-15 event in Amsterdam totaled $486,893 for the exhibitors in the Commerce-sponsored national pavilion. Four other nations set up national exhibits, and numerous manufacturers and suppliers from nations around the world mounted displays. This was the first Europort open for national pavilions.

Twenty U.S. exhibitors were seeking to sign representatives and eight agreements were concluded. Negotiations with 89 candidates were in progress as the exhibition ended.

Visitors to the U.S. pavilion in Europort, the Eighth International Maritime Exhibition, were registered from 35 nations, and totaled nearly 4,300.

The Europort fair management organized a congress in an adjacent exhibition building and on Nov. 12, America Day, a symposium organized by Frank R. Kesterman, Assistant to the Director of Research and Development for the Maritime Administration, was held. U.S. maritime experts in several fields spoke at the session.

In the exhibition's sales columns, with $2 million in sales projection for the next 18 months, Jardine Enterprises, Levittown, Pa., was the leader. The firm was also negotiating with 20 candidates for overseas representation. This also marked Jardine's first entrance into the Western European market and sales, according to the company's President Anthony Jardine, were not the major objective of mounting a display in Europort; the firm entered to secure representatives and test market reaction to their products.

Jardine was one of 15 U.S. firms entering the Netherlands and the Western Europe market for the first time. The exhibition also assisted four American firms in their debut in any exporting.

Another manufacturer new to the Netherlands was Midland-Ross, Corp., New York, which is estimating $1.2 million in follow-on orders over the next year. Approximately $4 million in orders is forecast for the next three years. Midland-Ross, a maker of equipment used in containerization handling, participated through its RPC Division.

A third firm projecting over $1 million in first year sales based on Europort '69 was ITT Aerospace/Optical Division, San Fernando, Calif. Exhibiting satellite navigational systems consisting of antennae, receivers, computers and teleprinters, ITT reported estimates of $1.1 million; confirmed sales of $284,493 were made at the exhibition.

Two additional exhibitors indicated future sales of $900,000 or more in first year future orders. The firms are Marine Digital Systems, Inc., North Plymouth, Mass., exhibiting anti-collision radar and navigational systems, and Avco Lycoming Division (ALD), Stratford,

U.S. AMBASSADOR to the Netherlands J. William Middendorf (left) is briefed on the ITT exhibit by Joseph M. Chernof, who spoke on satellite navigational systems at the America Day symposium.

Conn., displaying a marine turbine. ALD officials were also negotiating with 11 potential agents for the Netherlands, Belgium and Norway.

Exhibiting a flatbed digital zip mode plotter and magnetic tape systems, California Computer Products closed the show with projections for the next one-two years of $600,000. The Anaheim, Calif. based firm was also conducting negotiations for a Finish representative. Estimating $500,000 in added sales in 12 months is the Washington Aluminum Co., Inc., of Baltimore. Candidates for agents in Spain, Holland and Germany were under consideration as the show ended.

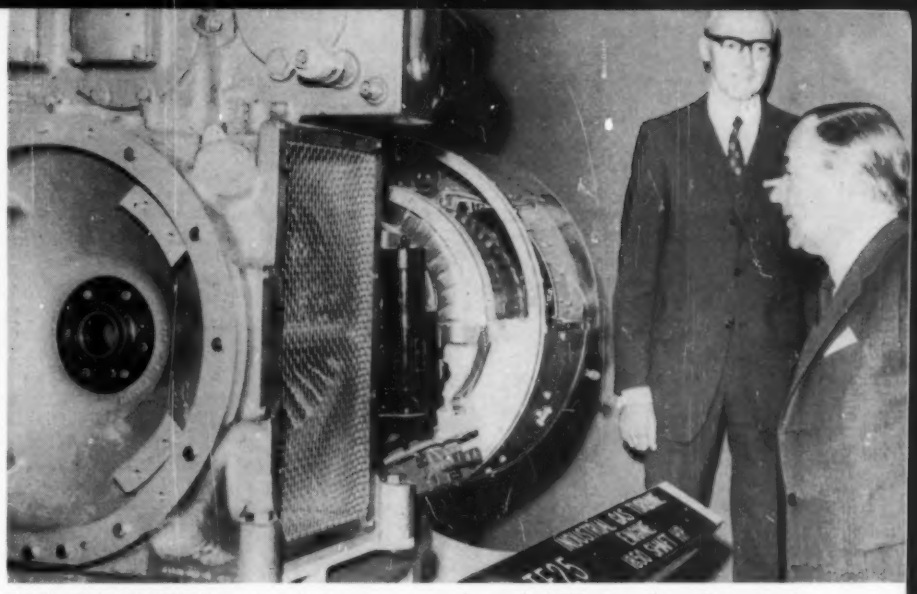
First year sales estimates of $300,000 were made by The Johnson Rubber Co., Middlefield, Ohio, and Litton Systems, Litcom Division, Melville, N.Y. Johnson Rubber also wrote $100,000 in orders at the show and was considering five prospects for agents in Europe. Litton sought exposure to new business contacts through the show and displayed navigation receivers and weather reporting equipment.

Fuel firing and burner management systems were shown by W. N. Best Combustion Equipment Co., Little Ferry, N.J. The firm is estimating $250,000 in 12-month post show orders. Another company to project that amount in sales was General Tire International Co. of Akron. The manufacturer received applications from agents in the Netherlands, France and Germany and displayed hydraulic dock bumpers and expansion joints.

Other American exhibitors in Europort '69 were: American Metal Fabricators Co., Bristol, Pa.; Challenge Cook Brothers, Inc., Industry, Calif.; Chesapeake Instrument Corp., Shadyside, Md.; Corrosion Dynamics, Inc., Roselle, N.J.; Devoe & Raynolds Co., Inc., subsidiary of Celanese Coatings Co., Devoe Marine Division; Newark, N.J.; Dunbar Kapple Inc., Batavia, Ill.; Englehard Minerals & Chemicals Corp., East Newark, N.J.; Esso Chemical, S.A., Kraainem, Belgium; Fawick Airflex Division, Eaton Yale & Towne Inc., Cleveland; Galbraith-Pilot Marine Corp., Brooklyn; General Electric Co., New York; Commercial Equipment Department, General Electric Co., Chicago Heights, Ill.

General Motors Continental, Rotterdam; Grinnel Corp., Providence, R.I.; Guild Metal International, Bedford, Ohio; Hayward Manufacturing Co., Elizabeth, N.J.; Huck Manufacturing Co., Detroit; International Research & Development Corp., Worthington, Ohio; KSM Division, Omark Industries, Inc., Moorestown, N.J.; Keuffel & Esser Co., Morristown, N.J.; The Marquardt Corp., Van Nuys, Calif.; Metalphoto Corp., Cleveland; Moss-Coe International Corp., New York, representing The Spee-Flo Co., Houston.

Frank W. Murphy Manufacturer, Inc., Tulsa; Nelson Stud Welding Co., a United-Carr Division. TRW, Inc., Lorain, Ohio; Norton International Inc., Worcester, Mass.; The Palmer Electric Manufacturing Co., Saugus, Mass.; Philadelphia Resins Co., Inc., Montgomeryville, Pa.; Pickard & Burns Electronics Division, CEMCO, subsidiary of LTV Electrosystems, Inc., Waltham, Mass.; The Ridge Tool Co., Elyria, Ohio; Rockwell Manufacturing Co., Pittsburgh, Pa.; Sealol, Inc., Providence; Simplex Time Recorder Co., Gardner, Mass.; TD Systems, Inc., Portland, Ore.; Tideland Signal Corp., Houston; Westinghouse Electric International Co., New York.



DUTCH PRIME MINISTER Petrus J. S. de Jong was among the nearly 4,300 visitors from 35 countries to visit the U.S. pavilion. Above he inspects an industrial gas turbine engine with Bernd Schwarter of AVCO.

WELL-QUALIFIED DEMONSTRATION PERSONNEL played a big part in the outstanding record which U.S. firms compiled at Europort '69. At left, a Dutch representative for Keuffel & Esser Co. shows laser equipment, while at right Ambassador Middendorf hears about the Marquardt Corp.'s navigation systems.

U.S. missing Dutch sales?

Commercial Attache calls for stronger follow-through by American exporters

By OLIVER B. BONGARD
Commercial Attache, U.S. Embassy, The Hague

It has always been a hallowed American tradition that the vendor take the sales initiative. Yet during fiscal year 1969, a total of 544 Dutch businessmen wanting to buy from the United States or to represent an American company had to ask the American Embassy or Consulates in the Netherlands for help in locating an American supplier. All of these very live "Export Opportunities" were publicized in INTERNATIONAL COMMERCE magazine. There are at least six such sales opportunities and six openings for sales agents in Holland published in this issue alone.

Too often, the substantial Dutch companies which have submitted these export opportunities report later that the American response was less than overwhelming. Some Dutch businessmen comment that there seem to be more Dutchmen interested in American products than there are Americans making an effort to sell in the Netherlands. Wherever the truth lies, it's evident that Dutch interest in American products remains high and that opportunities for additional sales are going begging.

Of course, not all sales possibilities are being overlooked and some American companies do an outstanding job of selling to the Dutch. If this were not so the United States could not have enjoyed an almost constant 10-11% share of the Dutch import market over the past 15 years, a market which has grown from $534.3 million in imports from the U.S. in 1962 to approximately $1.1 billion in 1969.

We have done reasonably well in our exports to Holland, but the size of the Dutch market, the growing economy which created it, and newly identified sales opportunities justify the contention that we can do better. This article examines a number of product groups with better than average prospects.

A top market for U.S.

The Netherlands may be a small country —13 million people living on less than 16,000 square miles of land—but it's a big market. With $18 billion worth of exports and imports in 1968, it ranked eighth as a world trading nation.

As a market for U.S. exports, the Dutch stand even higher. In 1968 The Netherlands was our fifth most important market (if goods imported for re-export are included), ranking just after West Germany and just before Mexico. It holds first place as a dollar earner on trade account for the United States. U.S. Department of Commerce figures for 1968 show that we shipped almost $1.5 billion worth of goods to the Netherlands (including about $500 million for re-export), and imported less than $500 million worth of Dutch goods, leaving a balance of $924 million in our favor. That was more than twice our favorable balance of trade with any other country and just about enough to cancel out the deficit in trade with our best customer, Canada.

In 1969, the Netherlands will buy about $1.1 billion worth of goods from the United States, consisting of one-third in agricultural products and most of the remainder in industrial goods, transport equipment and chemicals. Our substantial sales prospects reflect the liberal Dutch (and EEC) import policy and the fact that many American products are competitive with those of the Netherlands' other chief trading partners, Germany and Belgium-Luxembourg.

It is not surprising that Holland, with its traditional stability, its good management-labor relations, its relatively advanced technology and well-educated people should have a solidly growing economy. The well-known Dutch aggressiveness in foreign and domestic trade and industry has sparked that fast-paced growth. After discounting the rather sudden 6% price inflation in the first quarter of 1969, which has since been stemmed, Netherlands GNP has grown 4.8% in 1969, slightly higher than in 1968. This is typical of recent years and likely to be continued in 1970.

Helped by abundant natural gas resources, industrial growth in 1969 was led by the chemical and oil refining industries, which increased production 18%. The metal, food and electronics industries increased output by around 11%. Power consumption was up by the same amount. With investment in plant and equipment at 11.1% and due to continue at a high level into 1970, all these industries should continue to be excellent customers for sophisticated American equipment.

For a more detailed report on the Dutch economy in 1969 and its prospects for 1970, readers may wish to review the article, based on Embassy reports, which appeared in the Oct. 27 issue of INTERNATIONAL COMMERCE.

Any businessman visiting the Netherlands, for even a few hours, will observe that the "Nederlanders", with a per capita GNP of nearly $2,000 in 1969, are sharing widely in their country's prosperity. Statistical evidence is not needed. The symbols of a modern and growing, consumer-oriented economy are everywhere in village and city alike—supermarkets; modern apartment buildings; bumper-to-bumper automobile traffic; forests of TV antennas; customers crowding into department stores; boating and camping and trailer traveling apparently as popular as in the United States.

The windmills and canals, the tulips and wooden shoes, the ancient and picturesque are still here. The Netherlands has lost none of its charm, but it is an altogether new market beckoning, with many new opportunities for 1970 and well beyond.

Changes bring new opportunities

Clearly, the Netherlands market is changing. In an effort to identify new areas of sales opportunities for American exporters, the U.S. Embassy's commercial staff conducted a general market survey in mid-1969. The survey turned up 18 product groups where prospects seem excellent. In examining the list it is interesting to note that opportunities in each of these categories stem mainly from (1) rapid industrial growth and a need for modern capital equipment, such as electronic gear for the chemical industry, or (2) slowly but steadily increasing labor costs and very full employment—unemployment was less than 2% in 1969—and the resultant need for labor saving devices, such as food service equipment for restaurants and institutions.

The 18 product groups are: agricultural machinery, automotive parts and maintenance equipment and supplies, electronic data processing equipment, environmental control equipment, food service equipment, food packaging equipment, household and office furniture, industrial safety equipment, laser equipment, medical equipment, office machines, equipment and supplies, fluid power equipment, packaging machinery, printing and bookbinding

INDUSTRIES LINE THE SHORE at Port of Rotterdam, the center of a thriving market which richly rewards U.S. exporters that take the trouble to cultivate it.

equipment, hand tools, teaching aids and equipment, telecommunications equipment, and scientific, industrial and technical instruments.

How to find representation

This shopping list is not the last word. We expect our updating of this survey in 1970 to reveal additional opportunities. The point is that a wide variety of products can be sold in the Netherlands. But nothing can be accomplished without an adequate distributive arrangement. Usually, the first step is to appoint a Netherlands agent/importer/distributor.

The Department of Commerce has provided a new Agency-Distributor Service which simplifies the task of locating an agent in the Netherlands. We urge you to give it a try. For a fee of only $10, the Department of Commerce will ask the American Embassy in The Hague to supply you with the names of three suitable agents or distributors.

Using the specifications and literature you supply, our commercial staff will query a number of qualified firms. Those whose product mix seems to match your requirements best and those who display the keenest interest are the three names submitted by us to Commerce for relay to you. The actual choice of an agent is up to you, but Department of Commerce World Trade Directory Reports are available on every firm we name to assist you in your selection. The nearest Department of Commerce Field Office can introduce you to this new service.

Some will have noted that this article cites U.S. statistics which show exports to the Netherlands of around $1.5 billion while Netherlands figures indicate imports of about $1.0 billion from the United States. The discrepancy illustrates the importance of the Netherlands as a distribution center. With its great port of Rotterdam at the mouth of the Rhine River and its fine air, rail and road transport systems, Holland is an excellent location from which to transship and distribute to other European destinations.

A very substantial proportion of the more than 300 American companies that manufacture in Holland, either through wholly or jointly-owned subsidiaries, produce heavily for export to Common Market countries. In addition, there are another 350 American companies engaged, either through branches or subsidiaries, in the sale of goods or services without any accompanying manufacturing operation. The number includes banks and accounting firms, but the majority are sales organizations established to do a more efficient job of reaching the European market. These people cite location, excellent bonding and storage facilities, favorable transportation, availability of good financing, and an energetic, largely English-speaking people as their reasons for locating in the Netherlands.

A few selling tips

The Dutch are a pleasant people, able and experienced in business. Business etiquette does not differ substantially from that in the United States, except that the Dutch are slightly more formal in their approach. They take agreements seriously and are great believers in punctuality. They will pay close attention to the details of a contract or agency agreement. They expect a visitor to make a business appointment rather than turn up unexpectedly. When they accept an agency for a foreign firm they look forward to a long-term relationship and are critical of the frequent agency switching practiced by some American firms.

To sell successfully in the Netherlands, competitive prices are of course important, as are customary credit terms, which vary from 30 to 90 days after delivery. Where practical, American exporters should be prepared to quote c.i.f., although there will be many instances where the Dutch importer will want to select the most attractive means of transportation.

Must follow through

Just as important as competitive price is delivery and support to the distributor. One of our export strengths is in high-value, technically-sophisticated items which in many cases become the indispensable heart of a local manufacturing process. Fast, sure delivery of the product and equally reliable service, coupled with the assurance that the supply will not dry up capriciously is absolutely necessary to a profitable and trouble-free principal/distributor arrangement.

Part of the Dutch business nature is to consider all angles carefully, and often slowly, before making a decision. The process may be frustrating to the American exporter kept waiting while the Dutch agent makes up his mind whether or not to represent him. But once a good representative has been appointed and given adequate service and promotional support, his American principal can look forward to an enduring and profitable relationship. To get started, ask the nearest Department of Commerce Field Office for details on the new agency-distributor finding service.

Foreign Government Actions

Philippines tightens import and foreign exchange restrictions, cut spending to ease payments balance pressures

Measures aim to curb domestic consumption, eliminate unnecessary imports, limit overseas travel, discourage profit remittances

In an effort to ease mounting balance of payments pressures, the Philippine Government recently tightened its import and foreign exchange restrictions and announced new cutbacks in domestic spending programs.

These austerity measures, provided for in Central Bank Circulars 281 and 282 of Nov. 26 and other administrative directives, are designed specifically to curb domestic consumption, eliminate all unnecessary imports, limit overseas travel by Filipinos, discourage profit remittances by foreign investors in the Philippines, and strengthen Central Bank control over foreign exchange availability.

Under Central Bank Circular 281, all commercial banks are required to ration their monthly issuance of import letters of credit (L/C's) according to a formula prescribed by the Central Bank. The present monthly ceiling for each bank is set at 55% of its average monthly L/C openings during the base period (Oct. 1968-Apr. 1969). Within that overall limit, banks may not issue L/C's except for imports of essential consumer goods and essential, semi-essential and non-essential producer goods, as defined by the Central Bank. In addition, no single unit of machinery or equipment worth more than $50,000 may be imported without prior Central Bank approval.

Other provisions of Circular 281, which do not relate directly to imports, include the following:

► Sales of foreign exchange for overseas travel, profit remittances and other "invisible" purposes will be subject to Central Bank control and guidelines;

► Peso accounts already held in the Philippines by foreign banks may be drawn upon freely, but may not be increased in the future except through inward foreign exchange remittances;

► Philippine residents, including corporations, may not enter into any contract which would require payment in foreign exchange (except for essential imports and other permissible transactions). The Central Bank will service existing obligations only to the extent of available foreign exchange resources;

► All foreign exchange received by Philippine residents must be converted into pesos through authorized banks within one day of receipt;

► Commercial banks must sell to the Central Bank, on a daily basis, all foreign exchange assets in excess of 25% of their foreign exchange liabilities.

Central Bank Circular 282 is concerned primarily with imports. It reiterates the requirement that, with certain exceptions, all imports valued at more than $100 must be covered by L/C's. Presently, only so-called no-dollar imports, as defined in Circular 252 of Oct. 26, 1967, can be imported without a covering L/C. The effect of this L/C requirement, together with the L/C limitation in Circular 281 described above, is to ban imports of all but producer goods, essential consumer goods, and "no-dollar" imports.

Exemptions rescinded

In addition, Circular 282 rescinds all previously allowed exemptions from the special time deposit (STD) requirements, except in the case of machinery and equipment imports by firms engaged in export.

Thus, with this one exception, STD's ranging from 25 to 175% of the value of the import will be required for all imports for which L/C's are also required. These STD's must be made at the time the covering L/C is opened, and are not refunded to the importers for 90 to 120 days, irrespective of the date of arrival of the imported merchandise.

Paralleling these latest moves by the Central Bank, other government banks have been instructed not to extend any new loans or guaranties, including guaranties of foreign loans and supplier credits, pending a reassessment of credit priorities. This action will particularly discourage imports on deferred L/C payment basis, since in the absence of Philippine bank guaranties, foreign suppliers may be reluctant to extend credit to their Philippine customers.

These changes should be noted in Overseas Business Report 67-75, *Foreign Trade Regulations of the Philippines.*

Further information is available from the Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Japan to provide $123 million for Korean steel mill

Pohang plant to go on line in '73; capacity to top one million tons

Korea and Japan signed an agreement on Dec. 3 under which Japan will provide $123.7 million to finance the foreign exchange requirements of Korea's first integrated iron and steel mill.

Of the total, $30.8 million in grant assistance and $42.9 million in government loans will be extended as part of the 1965 property and claims settlement agreement, and $50 million will be in the form of low-interest loans from the Export-Import Bank of Japan. The Koreans are to supply the necessary funds to meet the local currency needs of the project, which is expected to cost over $200 million.

The Japanese Government agreed to go ahead with the financing after a group of Japanese experts concluded that the project was technically feasible.

Now that the foreign exchange has been secured, the Korean Government plans to begin construction in April. The integrated mill, to be located in Pohang on Korea's east coast, is scheduled to be operational by July 1973. The annual capacity of the new plant is expected to be 1,030,000 tons of crude steel.

In line with provisions of the agreement, Japan will shortly send a team of steel industry experts to Korea for the formulation of an engineering program for the Pohang project. The experts will come from the three largest Japanese steel makers—Yawata, Fuji, and Nippon Kokan—which have organized a committee to provide Korea with technical assistance during the construction of the mill.

Five West European firms offer products for manufacture in U.S.

Licenses available for printing machine, voltage control system, fast concrete curing process, container items and shoring jack

Firms in five West European nations are offering to license products for manufacture in the United States. Products offered include a printing machine; voltage control installations; a thermo-pneumatic rapid concrete curing process; waste disposal systems; and a scaffolding and shoring jack.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity listed below.

A French company has developed and patented a data printing machine it would like to have manufactured under license in the United States.

The advantages claimed over existing equipment are the small size and low price. The specifications are: capacity—six to twelve columns; speed—asynchronous—zero to two lines per second. Synchronous—two lines per second; paper—sensitive with ink reserve rollers; power—220 volts + 10%, 50 cycles; input—parallel—four cores per column—positive or negative. **File 1834.**

An Italian firm offers licensing arrangements for voltage control equipment that includes: auxiliary relays, magnetically delayed relays, mechanical block relays, equipment for automatic reclosure in intermediate voltage installations, detection and electronic timing equipment for installations being insulated or earth neutral. **File 1835.**

A Swiss invention for rapid curing of concrete reportedly provides a 28-day curing strength within 3½ hours without previous storage. Required installations for the thermo-pneumatic process are similar to the autoclave system but less expensive. Energy requirements amount to approximately 90,000 kilocalories for one cubic meter of concrete.

The process has been tested successfully by the Swiss Federal Testing Institute and it is claimed that all properties are maintained as if the concrete had been normally cured. **File 1836.**

A well-established Netherlands manufacturer is interested in having its equipment manufactured under license in the United States. The product line includes: metal containers for transportation purposes; container parts; and lifting equipment for containers. **File 1837.**

A West German engineering firm which specializes in new products and processes in the machinery manufacturing, construction and automotive industries is seeking a U.S. licensee to produce its shoring and scaffolding jack. Reportedly, loads can be raised or lowered in a continuous movement and supported in any position by a self-locking device without latch, on standard profiles and tubes of any dimensions and lengths without screw threads, spindles, tooth racks or pins.

This product is based on an elastic deformation of the material and, therefore, does not depend on friction. The known characteristics of the materials and crosscut used permit the safety factor to be calculated accurately. The lifting roller cuts its own gear teeth into the supporting column. It is reported to have many advantages over the screw-pin type systems, such as one size for all heights, quick set features without need to measure distance, higher safe load, and other advantages. **File 1739-R.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. subsidiary in U.K. wants an American partner in diversification effort

A well established and successful U.K. subsidiary of an American firm seeks to diversify and expand its operations. The concern's major activity at present consists of supplying packaging materials, raw materials and additives to the food industry. It is interested in the manufacture and distribution of products in growth areas, preferably, but not necessarily allied to its present business.

A technically oriented sales force and distribution facilities are available, together with finance, production capacity and research and development capability. Operations are directed by an aggressive management team.

Write: W. D. Berger, Oppenheimer Casing Co., 1020 West 36th St., Chicago, Ill. 60609. **P-70343.**

Yugoslav motel chain asks U.S. help in expansion

A Yugoslav firm is seeking a joint venture with an American partner to assist in expanding its motel chain. The company currently operates 11 motels in Croatia and wishes to expand the motel chain to about 50, along a major network of four-lane motor expressways planned in the next few years. A U.S. firm willing to provide management experience and some capital is especially desired.

Write: F. Josip Kralj, General Director, RISNJAK Hotel and Catering Enterprise, Draskoviceva U1, 15A, Zagreb, Yugoslavia. **P-70346.**

U.S. interests plan three new forestry projects in Indonesia

Ventures bring total foreign forestry investments to 27

Three U.S.-owned firms have signed contracts for forestry investments in Indonesia, according to a recent report from the American Embassy in Djakarta.

Weyerhaeuser International concluded an agreement on Dec. 6 for a 95,000-hectare concession in East Kalimantan. This is considered by Weyerhaeuser as an initial step in its investment plans for Indonesia. While relatively small, the area is very rich in timber and easily accessible.

Georgia Pacific received preliminary approval in August to exploit a 350,000-hectare concession in East Kalimantan; and a Philippine corporation, A Soriano Y Cia, wholly-owned by U.S. citizens, signed an agreement for 1.2 million hectares on Dec. 4, also in East Kalimantan.

As of Sept. 30, there were 27 foreign investments in forestry which had received final approval by the Indonesian Government, for a total proposed investment of $113 million. These include a wholly-owned venture by a U.S. firm, Frontier Petroleum Co., with a proposed investment of $3 million in Riau, a small joint-venture investment by Delong Corp. in Kalimantan, and a wholly-owned venture in Riau, capitalized at $6 million, by a Hong Kong-based company, Sea Log Ltd., of which the majority shareholders were U.S. citizens. According to the American Embassy, this concession has since been taken over by Rayonnier, ITT's subsidiary.

Development plan's goals

Under its new five-year development plan, Indonesia hopes to increase production of timber other than teak from 2.5 million cubic meters in 1969/70 to 7.5 million cubic meters in 1973/74, and to maintain teak production at 400,000 cubic meters annually.

The value of lumber exports is to increase from $12 million annually in 1967 and 1968 to $29 million in 1969/70 and $120 million in 1973/74, primarily through increased production from projects undertaken by foreign investors. If this target is reached, forest products will become Indonesia's third most important export earner (after rubber and petroleum) and the growth rate of export earnings in this sector will far surpass that of any other commodity.

License for air conditioning equipment sought in Britain

A license to manufacture industrial, commercial and residential air conditioning equipment is sought by a British firm. Currently the company produces heating and air conditioning equipment, processed drying machinery and dust control apparatus. **Write:** Casburt Ltd., Weston Coyney Road, Longton, Stoke on Trent, England. WTD. **P-70344.**

German skylight, gutter firm seeks U.S. agreements

A large German manufacturer of acrylic skylights and gutters made of fibre glass reinforced polyester resins seeks licensing agreements with U.S. firms. The German concern is interested in the production of additional products for flat roofs. It employs about 700, operates a well equipped plant and has doubled its production during the past four years.

Write: Klaus Esser KG, P.O. Box 2909, 4 Dusseldorf 1, Germany. WTD. **P-70257.**

Scottish firm asks license in air conditioning field

A Scottish manufacturer of metal products is interested in a license to make heat exchangers, humidifiers and similar equipment for use in the air conditioning and ventilation field. The firm's present product line includes cold formed metal sections, electricity transmission towers and suspended ceilings. It was established in 1907 and has over 1,000 employees.

Write: Ayrshire Metal Products Ltd., Church St., Irvine, Ayrshire, Scotland. WTD. **P-70345.**

Technical assistance needed in Spanish mining project

A Spanish firm, which owns a 329-hectare site in the province of Zamora, is seeking an American technical partner to assist in a complete investigation of the commercial potential of cassiterite deposits on its property. If results of the study are favorable, plans call for exploitation of the mine in collaboration with a U.S. firm that can supply machinery and equipment. **Write:** Estanos Ibericos, S.A., Maria de Molina 62, Madrid, Spain. WTD. **P-70336.**

French pre-fab, precision tool firms seek tie-ins with U.S. manufacturers

Two French firms are looking for U.S. partners in manufacturing ventures.

A French company specializing in prefabricated construction for schools, university buildings, houses, clinics, hospital buildings, restaurants, supermarkets, offices, factories and laboratories is seeking association with American companies planning to enter the French market. The firm has a large staff of engineers, architects and draftsmen available for planning and design assignments.

The company, whose sales have grown from 33 million francs in 1963 to 350 million francs in 1969, is growing rapidly. It maintains nine regional offices and has close contacts with a large number of subcontractors.

Write: Jacques Caillat, Assistant to the President, Geep Industries, L'Abbaye, 91 Yerres (Essonne), France. WTD. **P-70342.**

Another French firm is interested in a license for the manufacture of mechanically cut lead frames for integrated circuits. Currently, the company produces high precision tools, laminations for electrical motors and precision metal stampings for the electrical industry. It is also seeking technical and commercial cooperation with a U.S. manufacturer of similar products.

Write: R. Bourgeois & Cie, Rue des Saint-Martin, 25 Besancon, France. WTD. **P-70340.**

Trinidad firm proposes joint venture with U.S. producer

American techniques as well as participation are sought by a Trinidad firm for the manufacture of new products marketable in Trinidad and Tobago and the Caribbean Free Trade Association area. This firm represents U.S. interests in the flour milling, meat processing and packaging, brush making and paper sack manufacturing industries.

The business is one of the largest operating concerns in Trinidad with an excellent trading record; handling a large variety of lines ranging from foodstuffs to industrial machinery. In addition, they act as shipping and airline agents and insurance brokers representing reputable international business organizations.

Write: Burnley Jardine, Director, Manufacturing Enterprises, Geo. F. Huggins & Co., Ltd., 72-74 South Quay, P.O. Box 179, Port of Spain, Trinidad, W.I. **P-70341.**

World Trade Opportunities

Ceylon hotel project open for prequalifiers

The Co-operative Wholesale Establishment of Ceylon requests that contractors interested in tendering on the construction of the Lanka Oberoi Hotel in Colombo prequalify for bidding on this project.

The construction of the hotel will take place in two phases: Phase 1 incorporates earthwork and building excavation. Phase 2 involves the remainder of the project, consisting of a hotel building with a base structure of two floors comprising a total floor area of approximately 85,000 square feet, and a tower structure of approximately 160,000 square feet floor area, incorporating a lobby floor, 7 guest room floors with a total of 266 guest rooms, and a restaurant on the top floor.

Additional related site work includes paved parking driveway, service areas, and swimming pool. The structure will be of reinforced concrete throughout. Interior partitions, finishes, equipment, mechanical and electrical services, and site work are also included.

Bidders will be limited to general construction contractors capable of tendering on both phases of the works. For the project, tenders (on a measure and pay basis, with item rates quoted on probable quantities in the bill of quantities) will be received on each phase on forms provided by the architect, Skidmore, Owings & Merrill, 1100 S.W. 6th Ave., Portland, Oregon 97204. Price, fitness, and quality being equal, as approved, preference will be given to products of Ceylon.

Prequalification of tenderers for the project will be received only on official prequalification forms which may be obtained only from the Chairman, The Co-Operative Wholesale Establishment, 21 Vauxhall Street, P.O. Box 990, Colombo, 2, Ceylon, on receipt of a nonrefundable check for 250 Ceylon rupees (US $1 equals 5.95 rupees). The deadlines for the prequalification forms to be completed and returned is January 5, 1970. U.S. companies will be assisted in obtaining these forms by the American Embassy in Colombo.

An information copy of the prequalification form will be available for review in the offices of the Construction and Building Materials Division, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602). and in the offices of the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868). The purpose of this document will be to assist interested parties to study the format and prepare data sought while making the deposit asked, and awaiting a usable set of forms.

Iran State Railway issues tender for supply of audio equipment

The Iranian State Railways has issued Tender No. 96/48 for the supply of audio equipment. Bid deadline is Feb. 7.

Bid should offer 5,250 flush mounting loudspeakers with 100-watt matching transformers, and volume controls with on/off switches; fifteen 300-watt amplifiers, including tuners covering 11m. to 600m.; an automatic cassette tape recorder; fifteen dynamic microphones, and associated equipment.

Copies of tender announcement and specifications are available from the Iranian Economic Mission, 2233 Wisconsin Ave. N.W., Washington, D.C. 20007 or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

U.S. suppliers alerted to planned radio calling service in Europe

The Plenary Assembly of the European Conference of the Administrations for Posts and Telecommunications (CEPT) has adopted a recommendation of its Group of Experts (R6) for the establishment of a European radio calling service. This service will permit the calling of mobile land radio stations by subscribers of the telephone network via a network of fixed radio stations.

Contrary to the mobile radiotelephone service, the calling service is operated in one direction only. The stations called are equipped only with a small receiver which is activated by means of code signals. After reception and evaluation of these code signals, the party being called will contact the calling stations over the public telephone network to exchange detailed information.

The Bundespost plans to establish a trial network in 1970 to gain experience in the operation of such a network. It will consist of a central office, two transmitters and a limited number of receivers. The operational network is expected to be established in 1971.

Numerous inquiries have already been received from potential users, and it is expected that the proposed service will become very popular.

U.S. manufacturers capable of supplying equipment for the proposed service or who are interested in developing and supplying receivers for sales to the public users of the proposed service, are invited to contact the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823) for further details.

The Bundespost intends to develop and install transmission equipment for the service in the Federal Republic of Germany. However opportunities may exist for the production of related consumer equipment.

Burma to buy bridges

The Public Works Corp., Rangoon, Burma, seeks tenders on the supply of three sets of a 120-foot span, Type B-12 Callender Hamilton Bridge suitable for H 20-S 16-44 loading on a 7" thick reinforced concrete deck of 24'-0" road width and complete with all main bridge steel works, nuts, bolts and washers and hinged-end bearings but excluding the supply of any reinforced concrete deck or walkway material. Bid deadline is Jan. 28.

Copies of tender documents are available from the Construction and Building Materials Division, BDSA-645, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3602) and from the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Malawi to call for tenders on office-building project

The Government of Malawi proposes to call for tenders during March for the construction of single and three-story office buildings at an approximate cost of £95,000 ($228,000) for the Land Development Scheme at Lilongwe.

Applications are invited from contractors wishing to prequalify for inclusion in a list of contractors to be invited to tender for the work. Only contractors who prequalify will be invited to tender.

Further particulars and prequalification questionnaires will be provided upon receipt of applications, which should be addressed to: The Chief Quantity Surveyor and Contracts Officer, Ministry of Works and Supplies, Private Bag 45, Zomba, Malawi. All applications should be submitted before Jan. 31.

The Government of Malawi has received a loan from the International Development Association towards the cost of the project and all payments will be under the terms and conditions of the loan agreement.

Pakistan state agency to buy two telephone-line concentrators

The Pakistan Telegraph and Telephone Department has issued Tender No. 5-3/69/742 for the supply of telephone equipment. The bid deadline is February 2, 1970.

Bids should offer two line concentrators of 50 subscriber capacity, extendable to 200 subscriber capacity in three stages of 50 lines each. The line concentrators should be capable of working with Siemens/T.I.P. Exchanges of F1 and F-6a (EMD) working on 60 volts.

Copies of the tender announcement and specifications are available from the M.N.A. Kirmani, Divisional Engineer (Purchase), T. & T. Directorate General, Government of Pakistan, Block No. 12, Room No. 3, Frere Road, Karachi, on payment of 50 rupees or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Nigerian State asks proposals to expand Lagos water system

The Lagos State Government invites proposals for the extension of the Lagos water supply system, which has a present production capacity of 24 million gallons daily (mgd). Proposals should be for (a) supplying and treating an additional 12 mgd, and (b) for supplying and treating an additional 21 mgd.

The project is to be financed partly by government-to-government credit facilities to be negotiated by the Nigerian Government.

The deadline for receipt of proposals is Jan. 31.

Inquiries should be addressed to the Director of Public Works, Ministry of Works and Transport, Lagos State, Oba Akinjobi St., Ikeja, Lagos, Nigeria.

Some further information on the project can be supplied to interested U.S. companies by the Water Resources and Engineering Services Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4346).

World Trade Opportunities Continued through page 48

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

221 Broad woven fabric mills, cotton

22117 — CYPRUS — Finished cotton broad-woven fabrics made in broadcloth fabric mills for use by shirtmakers. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

22118—ETHIOPIA—Cotton sheets, pillowcases. Interested only in low price merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

222 Broad woven fabric mills, manmade fiber, silk

22216—CYPRUS—Nylon and chiefly nylon fabrics for use by shirt makers. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

22217—CYPRUS—Silk and man-made fiber fabrics, n.e.c. (gray goods) for use by shirtmakers. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

224 Narrow fabrics, other smallwares mills

22414—CYPRUS—Braided narrow fabrics used by lingerie manufacturers. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

225 Knitting mills, products

22522—ETHIOPIA—Men's finished seamless hosiery. Interested only in low price merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

22531—ETHIOPIA—Sweaters, knit jackets, jerseys. Interested only in low price merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

22541—ETHIOPIA—Men's and boys' knit underwear. Interested only in low priced merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

22542 — ETHIOPIA — Women's and children's knit underwear. Interested only in low-priced merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

228 Yarn, thread mills, products

● **22800—CEYLON**—1,600,000 lbs. of 2/100s combed cotton yarn in hanks: one-half bleached and the other half grey. Bids to be mailed to the Chairman, National Textile Corp., 56 Horton Place, Colombo 7. The closing date for bids is Jan. 16. Tender documents may be viewed at the Office of the Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008 (202-483-4025). Documents are available from the Office of Textiles, Room 5026, Department of Commerce, Washington, D.C. 20230 ★(202-967-5238).

229 Textile goods

22920—CYPRUS—Lace goods used by lingerie manufacturers. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

22940—SPAIN—Rags, new and used, cotton and other fibers, for cleaning machinery. Murua Lavaderos Industriales (importer, manufacturer), Carretera Gamarra, 56, Apartado Postal #117, Victoria. WTD 11/69.

231 Men's, youths', boys' suits, coats, overcoats

23111—NETHERLANDS—Men's suits. HIJ Herenmode N.V., Attn: Mr. K. G. Drontmaa, (importer, retailer), 165 Hogeweyselaan, Weesp. WTD 11/69.

23112—NETHERLANDS—Men's overcoats,

topcoats. HIJ Herenmode N.V., Attn: Mr. K. G. Drontman (importer, retailer), 165 Hogeweyselaan, Weesp. WTD 11/69.

23114 — NETHERLANDS — Boys' suits, coats, jackets. HIJ Herenmode N.V., Attn: Mr. K. G. Drontman (importer, retailer), 165 Hogeweyselaan, Weesp. WTD 11/69.

232 Men's, youths', boys' furnishings, work clothing

23230 — ETHIOPIA — Men's, youths', and boys' neckwear. Interested only in low price merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

23282 — ETHIOPIA — Men's, youths', and boys' work clothing (ex. shirts) and washable service apparel. Interested only in low price merchandise. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

236 Girls', children's, infants' outerwear

23630—CYPRUS—Girls', children's, infants' outerwear. Quote c.i.f. prices. Kountouros Trading House (importer, distributor, manufacturer, agent), 20 Onassagorou St., P.O. Box 1110, Nicosia. WTD 12/69.

253 Public building, related furniture

25311 — SOUTH AFRICA — White blackboards for use with grease pencil, crayon, or felt-tip marker. Direct purchase, later manufacture under license. Self-Signs (Pty.) Ltd. Attn: H. Raff (importer, distributor, retailer), 201 Kelhof, 112 Pritchard St., P.O. Box 597, Johannesburg. WTD 2/69.

262 Paper mills

26213 — FRANCE — Superior quality paper for manufacture of playing cards. Ets. J. M. Simon (manufacturer), 49 Rue Alexandre 1er, 54 Saint-Max. WTD 11/69.

264 Converted paper, paperboard products

26491 — AUSTRALIA — Stationery, tablets, related products; including boxed stationery and correspondence type tablets, etc. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

281 Industrial chemicals

● **28100—CEYLON**—Supply of dyes and chemicals as follows: reactive dyes, 15 in all, in various quantities, packed in 14 pound containers; azoic dyes, 11 in all, in various quantities, packed in 14 pound containers. Sodium alginate (technical grade) 1 ton, for textile printing; tender No. 69/54; bid deadline Feb. 22. The Department of Rural Development and Small Industries, Colombo 7. Terms and specifications available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3464). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

283 Drugs

● **28300—CONGO**—The DCMP, Ministry of Health, P.O. Box 1497, Kinshasha, has issued an invitation (in French) for bids for the supply of drugs and pharmaceuticals. Tender No. 388/69; bid deadline Mar. 3. Bids on 48 items, including bicarbonate of soda, 20,000 kgs.; cod liver oil, 20,000 liters; paraffin oil, 3,000 liters; potassium permanganate, 1,000 kgs.; 5% lidocaine antihemorrhoidal ointment, 1,500 kgs.; tetracycline ophthalmic ointment 5 gm., 50,000 tubes; zinc oxide ointment, 6,000 kgs.; tincture of iodine, 5,000 kgs.; citric acid, 2,500 kgs.; methyl salicylate, 1,000 kgs.; sodium sulfate, 1,000 kgs.; bismuth subgallate 800 kgs.; sulfadiazine, 500 kgs.; and bicalcium phosphate 500 gm., 2,000 boxes. Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394) and from the U.S. Department of Commerce Field Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5930).

28340—ISRAEL—Pharmaceutical preparations, tablets, capsules and syrups—popular-priced patent medicines, antibiotics, etc. A. Gramse Pharmaceuticals Ltd. (importer, distributor, agent), 50 Bialik St., Ramat-Gan. WTD in preparation.

28315—PAKISTAN—Foot and mouth diseases anti-sera: type A and its 15 varieties; type C and its 10 varieties: type Asia 1; SAT-I and its 3 varieties; SAT-II and its 3 varieties; SAT-III and its 3 varieties; two milli-litres of each above variety. SHIFA Medico (importer, manufacturer, retailer), Opposite Mayo Hospital, P.O. Box 73, Lahore. WTD 11/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

● **28400—CHILE**—Hydrocyanic acid 10,000 ozs. in 40 oz. cans net; warfarin, 100% pure, 100 kgs., 25 kg. metal drums each; Baygon ® 20% emulsion, 2,500 ltrs., 25 ltr. per can; clorothion 50%, liquid concentrate, 500 kgs., 1 kg. metal flasks, Baytex ® 50% E.C., 3,500 ltrs., 50 ltr. cans each; Dipterex ®, 80% W.P., 1,000 kgs., 25 kg. metal drums net, lindane, technical grade 99%, 10,000 kgs., 50 kg. metal drum, malathion, 20% dispersible powder, 1,000 kgs., 50 kg. metal drums, and Baygon ®, 50% W.P. 5,000 kgs., 50 kg. metal drums. To be packed in metal drums with thick inner linings of polyethylene, and sealed. Materials offered in jute packs or with tied or inner linings will not be acceptable. Tender No. 1-38/69; bid deadline Jan. 14. Servicio Nacional de Salud, Avda. Matta #644, 2° piso, Santiago. Correspondence preferred in Spanish. All bidders must be legally represented in Chile.

28416—CYPRUS—Synthetic organic detergents, non-household; liquid detergents in bulk, for processing and packing for household use. Quote c.i.f. Cyprus. Kikis Demetriades & Son (importer, distributor, manufacturer, agent), 5 Stassandrou St., P.O. Box 2112, Nicosia. WTD 11/69.

28442—CYPRUS—Raw materials required for p oduction of eau de cologne. Quote c.i.f. Cyprus. Kikis Demetriades & Son (importer, distributor, manufacturer, agent), 5 Stassandrou St., P.O. Box 2112, Nicosia. WTD 11/69.

28443—CYPRUS—Raw materials for production of hair shampoos, hair lacqueurs, hair oils. Quote c.i.f. Cyprus. Kikis Demetriades & Son (importer, distributor, manufacturer, agent), 5 Stassandrou St., P.O. Box 2112, Nicosia. WTD 11/69.

287 Agricultural chemicals

28790—SINGAPORE—Seventy-five percent DDT wettable powder (800 M.T.) to be packed in 75 lbs. containers. Mr. Bonnie Goh, Managing Partner of Soon Hup Polyethylene Trading Co. (importer, distributor), 4 Bali Lane, Singapore 7. WTD in preparation.

289 Chemical products

28921—CYPRUS—Industrial propellants for use in aerosols. Quote c.i.f. Cyprus. Kikis Demetriades & Son (importer, distributor, manufacturer, agent), 5 Stassandrou St., P.O. Box 2112, Nicosia. WTD 11/69.

291 Petroleum refining

29110 — GUATEMALA — Refined paraffin. Felipe De Leon y Gonzalez (importer, distributor, agent), 10a. Avenida 16-35, Zona 1, Guatemala City. WTD 12/69.

301 Tires, tubes

30110—AFGHANISTAN—Tires and tubes, especially truck. Quote prices c.i.f. Karachi, insurance to Kabul, in initial correspondence. Momtaz Transport Co. (importer, retailer, motor transport firm), Zendabanan, Kabul. WTD in preparation.

● **30100—BURMA**—Bids are requested by The Revolutionary Government of Burma for 10,000 sets of tires, tubes, and flaps of various sizes. Bids are due on or before Jan. 17. The State Timber Board, Chief Engineer's Office, Ahlone, Rangoon, Burma. Tenders are available on loan basis from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3381). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

316 Luggage

31610 — AUSTRALIA — Leather suitcases, bags, hand luggage (women's and men's), attache cases, briefcases, other leather luggage. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

317 Handbags, other personal leather goods

31710—AUSTRALIA—Women's handbags and purses, all leather and chiefly leather. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

31720 — AUSTRALIA — Personal leather goods, including (but not limited to) billfolds, wallets, travel kits, jewelry boxes and cases, instrument cases (except musical instrument

cases), other small personal leather goods such as key, cigarette, eyeglass, pass card and vanity cases; pocket secretaries; tobacco pouches; cosmetic bags; leather brushware (personal). Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

331 Steel mill products

● **33100—IRAN**—High pressure seamless pipes for steam boiler, 535 pieces of various sizes. Tender No. 685/48; bid deadline, Feb. 4. Iranian State Railways, Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2363).

● **33100 — BURMA** — Pipes and fittings, varying quantities of several sizes and specifications. Tender No. 147/90; bid deadline Jan. 10. Mineral Development Corporation, Rangoon. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2363).

33123—FRANCE—Hot rolled steel sheet and strip, first and second grades. Ets. Joseph Levy (importer, distributor, retailer), 64 Faubourg de Besancon, 25 Montbeliard. WTD 12/69.

33124—COLOMBIA—Hexagonal steel bars for cold gagging. Catalogs, price lists requested. Junio Castelblanco—Almacen El Esparrago (importer, distributor, manufacturer), Avenida Caracas No. 7-83, Bogota. WTD 11/69.

33124—FRANCE—Hot rolled bars and bar shapes, plates and structural shapes, first and second grades. Ets. Joseph Levy (importer, distributor, retailer), 64 Faubourg de Besancon, 25 Montbeliard. WTD 12/69.

33127—FRANCE—Cold rolled steel sheet and strip, first and second grades. Ets. Joseph Levy (importer, distributor, retailer), 64 Faubourg de Besancon, 25 Montbeliard. WTD 12/69.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—THAILAND**—Aluminum conductor, weatherproof, No. 2 AWG, 7 Strand, 500,000 meters with 3/64 inch polyethylene cover. Tender No. MEA-PSD-177; bid deadline Jan. 23. Purchase and Stores Department, Metropolitan Electricity Department, 121 Chakraphet Road, Bangkok 2 ★(202-967-4579).

342 Cutlery, hand tools, general hardware

34230—NETHERLANDS—New designs in do-it-yourself hand and garden tool & equipment field. Agency, representation, direct purchase and possibly licensing arrangements. Territory Benelux, West Germany. N.V. Ijzer-, Metaal- & Grondstoffenhandel "Excelsior" (importer, distributor, agent), 12 Tolhuislaan, Rotterdam-20. WTD 11/69.

34232—BRAZIL—Auger bits for perforating railroad sleepers: 2,000 bits 11/16" caliber; 2,000 bits of 5/8" caliber. Requests drawings or samples, listing f.o.b. prices, approximate ocean freight, terms of delivery, payment conditions. Drawings, specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Cia. Paulista de Estradas de Ferro, Depto. de Materiais (railroad company owned by Sao Paulo State Govt.), Jundiai, Estado de Sao Paulo. WTD in preparation.

34250 — HONDURAS — Hand saws, saw blades, saw accessories. Banco Nacional de Fomento, Seccion de Ventas (importer, retailer, sales div. of government bank), Comayaguela, D.C. WTD in preparation.

34291—BRAZIL—Heavy marine hardware for ships. Juscelino Barbosa & Cia. (importer, distributor, retailer), Rua 1° de Marco, 121/3 Rio de Janeiro ZC-00 GB. WTD 2/69.

34291 — HONG KONG — Container hardwares: corner castings, hinges, locks, etc. The Hong Kong Chiap Hua Mfy. Co. (1947) Ltd. (importer, distributor, manufacturer), 2 Kwei Chow St., Kowloon. Cable: CHEXTRUSION. WTD 6/69.

349 Fabricated metal products

34912—SINGAPORE—Seventy-five lbs. containers for DDT wettable powder (800 M.T.) Mr. Bonnie Goh, Managing Partner of Soon Hup Polyethylene Trading Co. (importer, distributor), 4 Bali Lane, Singapore 7. WTD in preparation.

34945—ISRAEL—Pipe flanges of all kinds, dimensions and for all purposes. AMGAV Distribution Ltd. (importer, distributor, manufacturer, agent), 25 Karlibach St., Tel Aviv. WTD 2/69.

34970—JAPAN—Hot stamping foil in gold and silver colors for stamping plastic products. Sakata Shokai Ltd., Attn: Mr. Yuji Kawano, Dir., Development Div. (importer, distributor), 52 Shibata-cho, Kita-ku, Osaka. WTD 10/69.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

352 Farm machinery

35228 — SWEDEN — Self-propelled garden machines such as rotary cultivators. Peterson, K.E. Cykel-Sport-Motor (importer, distributor, retailer), Storgatan 6, S-521 00 Falkoping. WTD 12/69.

353 Construction, mining, materials handling machinery, equipment

35316—SWITZERLAND—Gasoline engine driven concrete vibrators, air driven vibrators, aggregate spreaders. Jak. G. Anderhub, MAWERK (importer, distributor, agent), Seestrasse 355, P.O. Box 124, 8038 Zurich. WTD 11/69.

35317—SWITZERLAND—Wheel type tractor-shovel loaders. Jak. G. Anderhub, MAWERK (importer, distributor, agent), Seestrasse 355, P.O. Box 124, 8038 Zurich. WTD 11/69.

35318 — SWITZERLAND — Motor graders, front-end loaders. Jak. G. Anderhub, MAWERK (importer, distributor, agent), Seestrasse 355, P.O. Box 124, 8038 Zurich. WTD 11/69.

35319 — SWITZERLAND — Dredging machinery, self-propelled ditchers, trenchers, wearing parts for earthmoving machines such as shovels, blades, teeth, black chains, buckets, rollers for undercarriages, contractors' hand held air tools, drilling hammers, saws, new inventions. Jak G. Anderhub, MAWERK (importer, distributor, agent), Seestrasse 355, P.O. Box 124, 8038 Zurich. WTD 11/69.

354 Metalworking machinery

35410—NETHERLANDS—Industrial capital goods, especially industrial fraising and metal cutting machine tools. Exclusive representations for Common Market countries. Koopman & Co. Technische Handelmaatschappij N.V. (Attn: Mr. F. R. A. Bouwman), (importer, distributor, agent), Stadhouderskade 6, P.O. Box 6040, Amsterdam. WTD 3/69.

35423—POLAND—Horizontal cold chamber machines from 200 T to 1,000 T locking force; vertical cold chamber machines from 100 T to 400 T locking force; hot chamber machines from 100 T to 500 T locking force; special machines for pressure die casting rotors of electric motors from 30 T to 150 T; special machines with super injection speed; holding and maintaining furnaces; vacuum die casting machines. Brochures, technical data, bids should be sent in 5 copies to Director Sokulski. CENTROZAP (importer), Katowice, ul. Ligonia 7.

35480 — ENGLAND — Hand, precision, cutting, automotive, and electric tools. Draper Tools Ltd. (importer, distributor, exporter), Chandlers Ford, Hampshire. WTD 3/69.

35485 — BRAZIL — Machine for drawing tubes, with electric resistance welding apparatus for sheets up to 1.90 mm thick and up to 200 mm width (sheet 14). Estimated production: 200 tons per month; 8 hours daily shift. Requests prices, dimensions. Laminacao Perfilex, A/c SOPEL Ltda. Projetos Industriais (manufacturer, consulting firm), Rua Espirito Santo, 1059 conj. 1104/06, Belo Horizonte, Minas Gerais. WTD in preparation.

355 Special industry machinery

35513 — NORWAY — All-automatic packing and packaging machinery for flour mill with following capacity: to fill and seal wheat flour in bags containing 2.5 kilograms (20 plus per minute); in bags containing 1 kilogram (30 plus per minute); and wheat grit 97.5% milling in bags of one kilogram (20 plus per minute). Bags are then to be wrapped in outer bags containing 10 bags each 2.5 kilograms or 25 bags each 1 kilogram. Skiens Aktiemolle, Attn: Mr. Kaare Dahl, Managing Dir. (distributor, manufacturer), Henrik Ibsens gate 1, 3700 Skien. WTD 12/69.

35513—SWITZERLAND—Large unit fully automatic bottling machine for filling up foaming and nonfoaming liquids, chemical technical products such as especially synthetic soaps etc. for self-installation. A. Sutter AG, Attn: Mr. Zueblin (exporter), 9542 Muenchwilen/TG. WTD in preparation.

35552 — SWEDEN — Engravers' materials, equipment; offset plates, magnesium, zinc; other offset, reproduction accessories. Lungquist & Jansson AB (importer, distributor), Packhusgatan 4A, S-411 13 Goteborg. WTD 12/69.

35590 — ENGLAND — Automatic and programmable production, test and sorting equipment for electronic production equipment for passive electronic components capacitor winding machines and resistor manufacturing equip-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

ment including that for potentiometers and miniature trimming potentiometers. Censor Instruments Ltd. (importer, distributor, agent), 36 Southampton Row, London, W.C.2. WTD in preparation.

35591 — PAKISTAN — Complete plant to manufacture 100 tons per day of caustic soda. Requests catalogs, quotations, c. & f., Karachi. Firm also seeks technical know-how. Gani and Tayub Ltd. (importer), 574/1 Rampart Row, Karachi. WTD in preparation.

35594 — AFGHANISTAN — Tire recapping machinery, particularly truck tire size, sufficient to serve on medium-sized trucking line. Quote prices in initial correspondence, preferably with transportation charges to Karachi, insurance to Kabul. Mr. Rahimi, Momtaz Transport Co. (motor transport firm), Zendabanan, Kabul. WTD in preparation.

35595—URUGUAY—One each concrete pipe making machine; concrete block making machine; concrete tile making machine. Barraca El Grillo S.A. (distributor, retailer), Av. Barbieri 1880, Salto, Depto. de Salto. WTD 12/69.

35595—URUGUAY—Artificial drier: steam or hot water; for monthly production of 200,000 bricks, with all necessary elements; measure of each brick: 5 x 12 x 25 cms. Continuous furnace: tunnel furnace for a monthly production of 350,000 to 400,000 bricks of same measure. Complete soil cake machinery and an automatic feeder. Ceramica Saltena S.A. (distributor, manufacturer), Calle Zorrilla de San Martin 556, Salto, Depto. de Salto. WTD in preparation.

358 Service industry machines

35853—JAPAN—Carbonated soft drink dispensing equipment for soda fountain use, which can handle three different drinks. Matsushita Electric Trading Co., Ltd., Attn: Mr. Nobuo Kaneda, Manager, Market Development Dept. (importer), 5-71 Kawara-machi, Higashi-ku, Osaka. WTD 3/69.

361 Electric transmission, distribution equipment

● **36100—CHILE**—Supply 2 each voltage regulators for 23 kv distribution lines. Tender No. 31-59; bid deadline Feb. 12. Empresa Nacional de Electricidad S.A., "ENDESA," Seccion Equipo Electrico, calle Santa Rose #76, 4th Floor, Santiago de Chile, IBRD financing correspondence preferred in Spanish. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce 20230 ★(202-967-4241).

● **36100—NEW ZEALAND**—Supply of one recording A.C. watmeter, portable case, measuring element dynamometer type, 200 v, 5 amps, for use on 3-phase, 4-wire scale and chart 0-3 kw. chart drive No. 2. Tender No. FSQ7222; bid deadline Jan. 16. Requested by the Stores Manager, New Zealand Forest Service, Private Bag, Wellington, New Zealand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **36100 — TRINIDAD** — Supply 12 kv metering units; substation equipment; lightning arrestors; pole top pins; socket tongues; L.T. Straps; P.V.C. insulated wire; P.V.C. 3/036 wire; underground P.V.C. cable; 12 kv underground cable. Various Tender Numbers 1820 through 1840; bid deadline Jan. 23. The Purchasing Officer, Trinidad and Tobago Electricity Commission, P.O. Box 121, Port of Spain, Trinidad, B.W.I. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A copy for review only also available from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

363 Household appliances

● **36300—BURMA**—Supply of 90 electric hot water heaters with 15 gallons capacity. Bid deadline Jan. 12. Specifications available from the Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602) and from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

36340—NETHERLANDS—New designs in electric household appliance field. Agency, representation, direct purchase and possibly licensing arrangements. Territory Benelux, West Germany. N.V. IJzer-, Metaal- & Grondstoffenhandel "Excelsior" (importer, distributor, agent), 12 Tolhuislaan, Rotterdam-20. WTD 11/69.

371 Motor vehicles, motor vehicle equipment

37141—AFGHANISTAN—Automotive (car and truck) spare parts, generally (brakes, wheels, etc.). Quote prices c.i.f. Karachi, insurance to Kabul, in initial correspondence. Momtaz Transport Co. (importer, retailer, motor transport firm), Zendabanan, Kabul. WTD in preparation.

● **37400 — THAILAND** — Supply of 286 bogies for freight cars. Tender No. 12712; bid deadline Feb. 4. State Railway of Thailand, Yodse Road, Bangkok. A set is available for review only in Room 4021, Transportation Products Division, BDSA-631, Department of Commerce, Washington, D.C. 20230 (202-967-4816).

● **37400—IRAN**—Supply of 20 sets three-axle double-deck freight cars for transportation of automobiles. Tender No. 870/48; bid deadline Jan. 24. Iranian State Railways, Tehran, Iran. A set is available for review only in Room 4021, Transportation Products Division, BDSA-631, Department of Commerce, Washington, D.C. 20230 (202-967-4816).

● **37400—IRAN**—20 sets motortricycles for railroad use. Bid deadline Jan. 21; tender No. 527 & 1151/48. Iranian State Railways, Tehran, Iran. A set is available for review only in Room 4021, Transportation Products Division, BDSA-631, Department of Commerce, Washington, D.C. 20230 (202-967-4816).

374 Railway equipment

● **37400—SPAIN**—50 closed freight cars to transport sheet coils; 50 freight cars with special sliding doors to transport paper webs; 300 hopper cars to transport grain. Purchase of this equipment is financed with a World Bank Loan. Bid deadline 11 a.m. Jan. 29. Sr. Director General de la Renfe, Direccion de Compras, Plaza de los Sagrados Corazones, 7, Madrid (16), Spain. A set is available for review only in Room 4021, Transportation Products Division, BDSA-631, Department of Commerce, Washington, D.C. 20230 (202-967-4816).

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of instruments for cathodic protection including soil resistivity meters; corrosion meter; thickness gauge; caliper log; pipe and cable locator; subsoil water indicator; box locator; cable tracer; etc. Tender No. DSP/IMP/933/69, Vol. I; bid deadline Jan. 16. Requested by Stores and Purchase Officer, Oil and Natural Gas Commission, Tel Bhavan, Dehra Dun, India. Tender documents available free from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

382 Instruments for measuring, controlling, indicating physical characteristics

38216—AFGHANISTAN—Taximeters, parking meters. Quote prices with transportation charges to Karachi, insurance to Kabul in initial correspondence. Wak Ltd. (importer, distributor), P.O. Box No. 630, Kabul. WTD 8/68.

383 Optical instruments, lenses

38310 — ISRAEL — Spectrometers, photometers, related accessories (PH, PCO^3 and PO^3). Bepex Ltd. (importer, wholesale distributor, exporter), 21 Sharon St., Tel Aviv. WTD 11/69.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

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"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

384 Surgical, medical, dental instruments, supplies

● **38400—CHILE**—Supply of 300 hospital and surgical hot air electric sterilizers with accessories and approximate dimensions of 43 cm. width, 22 cm. height, 17 cm. base. Tender No. 1-37/69; bid deadline Jan. 15. Tender documents in Spanish. Correspondence preferred in Spanish. Requested by Servicio Nacional de Salud, Avda. Matta #644, 2° piso, Santiago, Chile. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

38421—ISRAEL—Surgical dressings including sponges, compresses, pads, etc.; bandages elastic and other; gauze absorbent; cotton sterile and nonsterile including cotton balls. A. Gramse Pharmaceuticals Ltd. (importer, distributor, agent), 50 Bialik St., Ramat-Gan. WTD in preparation.

386 Photographic equipment, supplies

38611—ISRAEL—Slide projectors 220V, 50 cycles, related accessories. Maatak Ltd. (importer, distributor, agent), 59 Hovevei Zion St., Tel Aviv. WTD in preparation.

391 Jewelry, silverware, plated ware

39141 — AUSTRALIA — Silverware, plated ware, stainless steel ware (excluding sterling silver), specifically: electrosilver plated, holloware, E.P.N.S. and E.P.C.S., etc. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

39142—AUSTRALIA—Silverware, flatware, plated ware, and stainless steel ware (excluding sterling silver), specifically, electrosilver plated, holloware, E.P.N.S. and E.P.C.S., etc. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W., 2069. WTD in preparation.

394 Toys, amusement, sporting goods

39410 — SINGAPORE — Plastic toys, metal toys, dolls (soft and hard), educational games. William Ong Kim Swee, Jim-Willie Co. (importer, distributor), 7-L Asia Insurance Bldg., 7th floor, Finlayson Green, Singapore 1. WTD 11/69.

39410 — SWEDEN — Aircraft, boat, rocket model construction sets, engines, other accessories. JENI Hobby, John E. Nilsson (importer, distributor, agent), Tordmulevagen 7c, S-222 35 Lund. WTD 12/69.

39493 — ENGLAND — Archery equipment. Severn Products (importer, distributor, manufacturer), Borelev, Ombersley, Worcestershire. WTD in preparation.

395 Pens, pencils, office, artists' materials

39522 — AUSTRALIA — Artists' materials (excluding machinery), including: airbrushes, drawing tables and boards, palettes, sketch boxes, artists' colors and waxes, drawing inks, materials. Saporex Trading Co. (importer, agent), 29 Deepwater Rd., East Roseville, Sydney, N.S.W. 2069. WTD in preparation.

221 Broad woven fabric mills, cotton

22110—THAILAND—Bedspreads, furniture denim and upholstery fabrics, cotton. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), P.O. Box 1110, Bangkok. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22218—GERMANY—Printed fabrics of polyester or other synthetic fiber either blended with cotton or purely of synthetic fiber, for ladies' garments, high fashion designs. Offers c.i.f. German seaport or f.o.b. U.S. port of shipment from exporters or manufacturers who can guarantee continuous supply for use by German apparel manufacturers. Lattreuter & Co. (agent), 69 Gravelottestrasse, 28 Bremen. WTD 1/69.

225 Knitting mills, products

22561 — GERMANY — Knitted fabrics for ladies' outerwear (jersey cloth), printed or dyed, high fashion designs. Offers c.i.f. German seaport or f.o.b. U.S. port of shipment from exporters or manufacturers who can guarantee continuous supply for use by German apparel manufacturers. Lattreuter & Co. (agent), 69 Gravelottestrasse, 28 Bremen. WTD 1/69.

226 Dyeing, finishing textiles, except wool fabrics, knit goods

22628—GERMANY—Printed fabrics of polyester or other synthetic fiber either blended with cotton or purely of synthetic fiber, for ladies' garments, high fashion designs. Offers c.i.f. German seaport or f.o.b. U.S. port of shipment from exporters or manufacturers who can guarantee continuous supply for use by German apparel manufacturers. Lattreuter & Co. (agent), 69 Gravelottestrasse, 28 Bremen. WTD 1/69.

229 Textile goods

22952 — SWITZERLAND — Synthetic materials to be used as a substitute for leather; similar substratums to be emulsified and lacquered by Stamm AG. Stamm AG; Attn: Mr. Heller, Director (distributor, agent), 8193 Eglisau. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

23212—NETHERLANDS—Men's and boys' leisure wear, sport shirts. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

23214 — THAILAND — Dress shirts, men's and youths', made from knit fabric. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), P.O. Box 1110, Bangkok. WTD in preparation.

23271—NETHERLANDS—Men's and boys' leisure wear and sport trousers, shorts. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

23291—NETHERLANDS—Men's and boys' casual and sport coats, jackets. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

233 Women's, misses', juniors' outerwear

23352 — NETHERLANDS — Ladies' casual dresses. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

23352 — THAILAND — Dresses: women's, misses'. Requests catalogs, c.i.f. Bangkok prices. The World Traders (importer, agent), P.O. Box 1110, Bangkok. WTD in preparation.

23371 — NETHERLANDS — Ladies' casual outerwear, coats, etc. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

23374—NETHERLANDS—Women's casual outerwear, skirts, jackets, etc. Representations requested for Benelux countries. Modaco N.V. Ieco (importer, distributor, agent), Confectiecentrum 1-12-01, Wilhelminaplein 13, Amsterdam. WTD 11/69.

281 Industrial chemicals

28150—SWITZERLAND—Cyclic intermediates, dyes, organic pigments, cyclic crudes, aniline benzaldehyde, benzene, chlorobenzene, chlorotolulene, coal tar acids, distillates, intermediates, color lakes, toners, synthetic dyes for drugs, cosmetics, food, lake red C toners, nitrobenzene, phenol, styrene, xylene. Siber Hegner & Co. AG, Attn: Alfred Baumann (importer, agent, exporter), Talstrasse 14, P.O. Box 8022, Zurich. WTD 11/69.

28180—SWITZERLAND—Industrial organic chemicals, accelerators, acetin, organic acids, antitoxidants, chlorinated solvents, citral, citrates, enzymes, esters, ethyl products, high purity grade organic chemicals, sodium chemicals, plasticizers. Siber & Hegner & Co. AG, Attn: Alfred Baumann (importer, agent, exporter), Talstrasse 14, P.O. Box 8022, Zurich. WTD 11/69.

28190 — SWITZERLAND — Industrial inorganic chemicals, ammonia, ammonium chemicals, bleaching powder, calcium compounds, catalysts, chromates, bichromates, desiccants, ferrocyanides, fluorine, high purity grade inorganic chemicals, inorganic acids, potassium, sodium chemicals, sulfur, nickel, aluminum, copper, magnesium, mercury, chemicals. Siber Hegner & Co. AG, Attn: Alfred Baumann (importer, agent, exporter), Talstrasse 14, P.O. Box, 8022 Zurich. WTD 11/69.

283 Drugs

28330—SWITZERLAND—Antibiotics, barbituric acid, bismuth, botanical products, caffeine, cocaine derivates, guar gum, Japanese gelatin, hormones, insulin, morphine, opium

derivates, penicillin, procaine, natural, synthetic vitamins, other medicinal chemicals. Siber Hegner & Co. AG, Attn: Alfred Baumann (importer, agent, exporter), Talstrasse 14, P.O. Box, 8022 Zurich. WTD 11/69.

285 Paints, varnishes, lacquers, enamels

28516—FRANCE—Special industrial paints. Manufacture Blancomme (manufacturer), 34 rue de Mortillet, 38 Grenoble. WTD 12/69.

306 Fabricated rubber products

30698 — SWITZERLAND — High quality gloves made from rubber for industrial application; especially for chemical industries; similar products made from plastic. Moetteli & Co. (distributor, agent), Buckhauserstrasse 41, 8048 Zurich. WTD 11/69.

307 Plastic products

30798—ISRAEL—Consumer and commercial plastic products, all kinds. Direct purchase. Exclusive agency. I.T.A.T. Ltd. (importer, distributor (wholesale), agent), 12 Sokolov St., P.O. Box 6109, Tel Aviv. WTD in preparation.

311 Leather tanning, finishing

31111—SWITZERLAND—Quality leathers for upholstery purposes. Luescher, Leber & Co. AG, Attn: Mr. Hunziker (distributor, agent), Zeughausgasse 16, 3000 Bern. WTD 6/69.

31113—SWITZERLAND—Quality leathers for shoes, garments and similar applications. Luescher, Leber & Co. AG, Attn: Mr. Hunziker (distributor, agent), Zeughausgasse 16, 3000 Bern. WTD 6/69.

331 Steel mill products

33123 — LEBANON — Tinplate. Hammoud Cousins (importer, distributor, manufacturer, agent, retailer), Financial & Real Estate Bldg. of Beirut Port, Marseillaise St., Beirut. WTD 12/69.

342 Cutlery, hand tools, general hardware

34230—SWITZERLAND—Contractors' special hand tools, new inventions. Jak. G. Anderhub, MAWERK (importer, distributor, agent), Seestrasse 355, P.O. Box 124, 8038 Zurich. WTD 11/69.

34291—SWEDEN—Motor vehicle hardware. Jockton Motor Agenturer, Julius (agent), Sveavagen 127, S-113 49 Stockholm. WTD 12/69.

344 Fabricated structural metal products

34431—THAILAND—Steam and hot water boilers. Requests catalogs, c.i.f. Bangkok prices. The Bangkok House Furnishing Corp., Ltd. (importer, distributor), 1009-1015 Silom Rd., Bangkok. WTD 9/69.

349 Fabricated metal products

34940—ENGLAND—Control valves. Telektron Ltd. (manufacturer, agent, exporter), Central Ave., West Molesey, Surrey. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35316—GUATEMALA—Ready-mix concrete plants, portable, suitable for truck mounting—6 to 10 cubic yd. agitators. Mezcladora, S.A. (distributor, manufacturer), 15 Avenida 17-01, Zona 6, Guatemala City. WTD 12/69.

354 Metalworking machinery

35410—SPAIN—Machine tools, metal-cutting types. Ceproma, S.A. (agent), Claudio Coello, 126, Madrid (6). WTD 12/69.

35420—SPAIN—Machine tools, metal-forming types. Ceproma, S.A. (agent), Claudio Coello, 126, Madrid (6). WTD 12/69.

35441 — ENGLAND — Jigs and fixtures for manufacturing components for automobile industry. Arnold & Greenhalgh Ltd. (manufacturer, with view to manufacturing under license at later date), Vulcan Works, Murdoch Rd., Bilston, Staffordshire. WTD in preparation.

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35450 — SPAIN — Machine tool accessories. Ceproma, S.A. (agent), Claudio Coello, 126, Madrid (6). WTD 12/69.

35480—ENGLAND—Cable making machinery such as double twist bunchers, tubular stranders, wire winding stems. Arnold & Greenhalgh Ltd. (importer, manufacturer, with view to manufacturing under license at later date), Vulcan Works, Murdoch Rd., Bilston, Staffordshire. WTD in preparation.

35482—SPAIN—Power-driven handtools, including parts, attachments. Ceproma, S.A. (agent), Claudio Coello, 126, Madrid (6). WTD 12/69.

35484—SWEDEN—Automotive maintenance equipment. Jockton Motor Agenturer, Julius (agent), Sveavagen 127, S-113 49 Stockholm. WTD 12/69.

355 Special industry machinery

35590—ENGLAND—Metal processing machines. Arnold & Greenhalgh Ltd. (manufacturer, with view to manufacturing under license at later date), Vulcan Works, Murdoch Rd., Bilston, Staffordshire. WTD in preparation.

35594—ENGLAND—Rubber products machinery such as tire machinery. Arnold & Greenhalgh Ltd. (manufacturer, with view to manufacturing under license at later date), Vulcan Works, Murdoch Rd., Bilston, Staffordshire. WTD in preparation.

357 Office, computing, accounting machines

35720 — SWITZERLAND — Small compact computers, peripheral equipment to be used in connection with electric and electronic transmission equipment. Ete S.A., Attn: Mr. Meyer (distributor, agent), Hauptstrasse 28, 3250 Lyss. WTD 11/69.

358 Service industry machines

35820—ENGLAND—Laundry garment finishing (press) equipment; coin operated laundry and dry cleaning equipment. James Bentley (Equipment) Ltd. (importer, distributor, servicing), Bentley House, Disraeli Rd., Putney, London, S.W.15. WTD 12/69.

35820 — THAILAND — Laundry and dry cleaning machines. Requests catalogs, c.i.f. Bangkok prices. The Bangkok House Furnishing Corp., Ltd. (importer, distributor), 1009-1015 Silom Rd., Bangkok. WTD 9/69.

35851—TAIWAN—Centrifugal water chillers, 100RT to 600RT. Tiger Refrigeration & Machinery Co., Ltd. (agent, service), 57 Hang Chow South Rd., Section 1, Taipei. WTD in preparation.

35891—ENGLAND—Commercial coffee makers, milk heaters, toasters, coffee making equipment. Arnold Gould Trading Co. Ltd. (importer, manufacturer, exporter), 11 Bellevue Rd., Clevedon, Somerset. WTD in preparation.

35891 — THAILAND — Cooking equipment. Requests catalogs, c.i.f. Bangkok prices. The Bangkok House Furnishing Corp., Ltd. (importer, distributor), 1009-1015 Silom Rd., Bangkok. WTD 9/69.

35892—ENGLAND—Portable electric industrial foam carpet cleaning machines, preferably with combined pick-up. G. E. Holloway and Son (Engineers) Ltd. (importer, distributor, manufacturer), Kingsley Works, Grange Rd., London, N.W.10. WTD in preparation.

359 Machinery

35990 — ENGLAND — Pneumatic and hydraulic cylinders and actuators; electric actuators. Telektron Ltd. (manufacturer, agent, exporter), Central Ave., West Molesey, Surrey. WTD in preparation.

364 Electric lighting, wiring equipment

36426—SOUTH AFRICA—Various range of flashlights. Utility Sales Corp. (distributor, agent), P.O. Box 3062, Johannesburg. WTD 5/69.

365 Radio, television receiving sets

36511 — THAILAND — Audio-visual equipment, teaching aids. The East Asiatic Co. Ltd. (importer, distributor), 53-5 Oriental Ave., Bangkok. WTD in preparation.

366 Communication equipment

36620—SPAIN—Radio and television communication equipment. Correspondence requested in Spanish. Neypo, S.L. (agent), Linares 3-5, Valencia (8). WTD 10/69.

371 Motor vehicles, motor vehicle equipment

37141 — SWEDEN — Parts, accessories for motor vehicles. Jockton Motor Agenturer, Julius (agent), Sveavagen 127, S-113 49 Stockholm. WTD 12/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38210—SPAIN—Mechanical measuring devices. Ceproma, S.A. (agent), Claudio Coello, 126, Madrid (6). WTD 12/69.

394 Toys, amusement, sporting goods

39410 — ISRAEL — Infant and preschool games; toys; picture-books. Exclusive agency. I.T.A.T. Ltd. (importer, distributor (wholesale), agent), 12 Sokolov St., P.O. Box 6109, Tel Aviv. WTD in preparation.

39493—ISRAEL—Swimming pools, wading pools, related equipment, accessories. Cohen I. (importer, distributor (wholesale), agent), 83A Allenby Rd., Tel Aviv. WTD in preparation.

452 Air transportation

45210—ETHIOPIA—Charter aircraft of 18-22 metric tons capacity from Dec. 15, 1969 to April 30, 1970 for one flight weekly from Asmara to each of the following cities: Munich, Frankfurt, Paris, Milan, Rome (total of 5 flights weekly). Hortalia, Division of Ramoni Import-Export Co. (agent, exporter), 250-252 Haile Sellassie Ave., P.O. Box 722, Asmara. Telex: 2038 Ramoni-Asmara; Cables: GURAMO-ASMARA. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—Servicios Electricos del Gran Buenos Aires (SEGBA), a Government-owned corporation which is the principal electric utility of metropolitan Buenos Aires, has recently announced plans for a series of calls for bids for **expansion of its power transmission and distribution facilities.** The calls for bids for the construction and installation of the following facilities will be spread over a three-year period and will include the following projects: a) Substations—civil engineering works and installations of electromechanical equipment for four 220kv. and ten 132/13.2kv. substations. The bids for these projects will not include the supply of the electromechanical equipment. b) Laying of 120 kilometers of 220kv. high tension underground distribution lines and 190 kilometers of 132kv. high tension aerial transmission lines; laying of 2,200 kilometers of 13.2kv. low and medium tension lines both underground and aerial; installation of 2,500 transformer platforms and chambers and the laying of 6,300 kilometers of 380 volt underground and aerial cables. The bids will not include the supply of the principal materials.

The above-mentioned projects will be subdivided into 150 separate contracts. American firms interested in participating in bidding should correspond directly with SEGBA, submitting their qualifications to the following address: Servicios Electricos del Gran Buenos Aires, Balcarce 184, Oficina 443, Buenos Aires, Argentina.

ARGENTINA—The joint technical Commission of the projected **bridge** connecting Paysandu with Colon, Argentina, issued a call for bids for the detailed design and construction of a fixed span bridge. The Comision Technica Puente Paysandu Colon (COTEPAYCO), a group of Argentine and Uruguayan officials, distributed copies of tenders on November 21 and set the deadline for bids as March 30, 1970. The inauguration target date is December 30, 1972.

Bidders must be Argentine or Uruguayan firms, and foreign companies who wish to participate in the project must associate themselves with such firms in a consortium. In combining both design and building aspects, the tender is regarded as an ambitious effort to put the project seriously into motion before the rival Fray Bentos-Puerto Unzue bridge farther south on the Rio Uruguay is ready for bidding.

The bridge, located 380 kms from Montevideo, will have a total length of 2,360 meters (1,300 over Argentine soil, 800 over the river and 260 over Uruguayan land). For jurisdictional purposes the bridge will be divided in two sectors, 1,730 meters for Argentina and 630 meters for Uruguay. Each country will construct its own access to the bridge. The total width of the bridge will be 11.6 meters divided into an 8 meter road bed and sidewalks. The slope will be steep, approximating 6°. The main spans will rise 34 meters above water level. No detailed drawings of the bridge itself exist, but thorough studies of soil and terrain are available from the Commission.

Copies of Spanish-language tenders for the Paysandu-Colon bridge cost U.S. $144. To procure copies of the tender interested parties should directly request a copy of "COTEPAYCO international public call for bids number 1" from the Ministerio de Obras Publicas (Ministry of Public Works), 18 de Julio 1112, Piso 3, Montevideo, Uruguay, or from the Direccion Nacional de Vialidad (National Road Directorate), Avenida Maipu 3, Buenos Aires, Argentina.

ICELAND—Three Icelandic firms, Samband Islenzkra Samvinnufelaga, Mjolkurfelag Reykjavikur and Fodurblandan h/f have established the corporation Koruhladan h/f in Reykjavik. The initial capitalization is IKr. 4,560,000, divided equally among the three owners. The purpose of the new corporaiton is to **erect and operate grain silos and to load, unload, and store feedgrains,** in addition to the importation of and trade in cereals. The plan is for the firm to erect as soon as possible grain silos at Sundahofn (a recently completed port facility three miles east of the old Reykjavik harbor, capable of admitting vessels with a draft of up to 27 feet) and an agreement has been reached with the port authorities on a site for the silos. A few details, such as the height of the silos, are still to be discussed, but no problems are foreseen in that connection.

According to preliminary plans, the silos will have a capacity of 12,400 tons. The first stage consists of silo units capable of storing 5-6,000 tons of feedgrains. The Kornhladan firm has been in touch with Nordisk Brown Boveri (NBB) in Copenhagen on the preparation of specifications and bid documents for the grain silos. NBB will draw up all the necessary plans which will be made available to those who wish to bid on the project. This preparatory work has already started and is expected to be completed within a few weeks. Consideration is also being given to building a wheat flour mill at Sundahofn and it might be advantageous for that firm, if established, to cooperate to some extent with Kornhladan, so as to gain better utilization of the silos. That matter is reported to be under investigation with parties that might be interested in such a flour mill.

This grain storage project may be of interest to American firms specializing in the construction or provision of machinery for dockside grain silo complexes. It is understood that the value of the project will be about $500,000. Any inquiries can be directed to the Economic Section of the American Embassy, Laufasvegur 21, Reykjavik, Iceland. The existence of such a storage facility would make it feasible to bring oceangoing grain carriers from the United States, such as the Great Lakes area, directly to Iceland, thereby giving American feedgrains a good competitive position in the Icelandic market.

Colombia seeks U.S. bidders on supply of 1,000 diesel buses

Dr. Federico Clarkson, Secretary of Finance for the Special District of Bogota has stated that the District has under study the purchase of up to 1,000 new diesel buses. Fiat has made an offer, including ten-year credit terms, but Clarkson wants bids from all possible suppliers, particularly from the U.S.

It is requested that possible suppliers contact Dr. Clarkson, Secretario de Hacienda del Distrito Especial, Carrera 8, No. 10-65, Bogota, Colombia, sending catalogs, specifications and, if possible, prices and financing terms.

No official bid is requested at this time, however, interested American firms should contact him as soon as possible. The type of bus under study is in the 100 passenger range (assumed to mean 70 seated and 30 standing), diesel motor, either in front or in back, for use in the Special District on the standard bus routes. The terrain is basically level, altitude 8,500 feet, roads from fair to poor except in the center and northern area of the city.

Hong Kong requests bids on TV studio equipment

The Secretary, Central Tender Board, has issued Tender No. A 10056 for the supply and installation of television studio broadcasting equipment.

Bid deadline is Feb. 13.

Bid should offer two lots of television studio broadcasting equipment for educational television services, consisting of image orthicon or plumbicon cameras, video switchers, video mixers, special effects generators, monitors, telecine equipment, video and audio tape recorders, and all associated equipment.

Copies of tender announcement and specifications are available from the Secretary, Central Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road, Hong Kong or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

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Calendar *for international traders*

BUTLER, PA. — Jan. 14 — Export Luncheon Forum, Elks Club, Noon. Sponsors: Butler Chamber of Commerce and Commerce Field Office.

CHICAGO—Jan. 6—Automotive Exporter's Club of Chicago, Builders Building.

FAIRFIELD, CONN. — Jan. 8 — Monthly luncheon meeting of the Export Managers Club of Bridgeport (Southern Connecticut), Fairfield Motor Inn, 12-2 p.m. Topic: Discussion of National Foreign Trade Convention.

JOHNSTOWN, PA.—Jan. 9—Export Luncheon Forum, Holiday Inn, Noon. Sponsors: Johnstown Chamber of Commerce and Commerce Field Office.

MIAMI BEACH—Jan. 10-11—Two-morning seminar on developing or expanding your own business, with heavy emphasis on mail order and foreign trade. Carillon Hotel, 9-1. Sponsor: Information, Inc./Cossman Seminars.

MILWAUKEE—Jan. 8—Milwaukee World Trade Club Monthly Meeting. "Report of Wisconsin Trade Development Mission to South America." Speaker: Hon. Warren P. Knowles, Governor of Wisconsin. Holiday Inn —Midtown.

NEW YORK — Jan. 5-7 — International Corporate Insurance & Employee Benefit & Pension Management Concurrent Briefing Sessions, Roosevelt Hotel. Sponsor: American Management Assn.

NEW YORK—Jan. 6—Foreign Credit Interchange Bureau's roundtable conference on foreign trade, credit, collection and exchange problems. Summit Hotel, 1:30 p.m.

NEW YORK — Jan. 8 — Overseas Automotive Club Luncheon, Noon, Summit Hotel. Speaker: John Johnson, Managing Director, Dale Carnegie.

ST. LOUIS—Jan. 6—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors, REEC and Commerce Field Office.

ST. LOUIS—Jan. 12-16—Series of five daily workshops on "Doing Business with Africa." **James T. Doyle, Regional Economist, OIRE, U.S. Dept. of Commerce.** Sponsor: St. Louis REEC.

WASHINGTON, D.C.—Jan. 14—Seminar on Export Financing, Dulles International Airport (Savarin Restaurant), 10 a.m.-3:30 p.m. Sponsors: Commerce Field Offices in Baltimore and Richmond, Braniff International Airways, Small Business Administration.

OIL CITY, PA.—Jan. 15—Export Luncheon Forum, Holiday Inn, Noon. Sponsors: Oil City Chamber of Commerce and Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

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